

FIGURE 1:  
SYSTEM CONFIGURATION

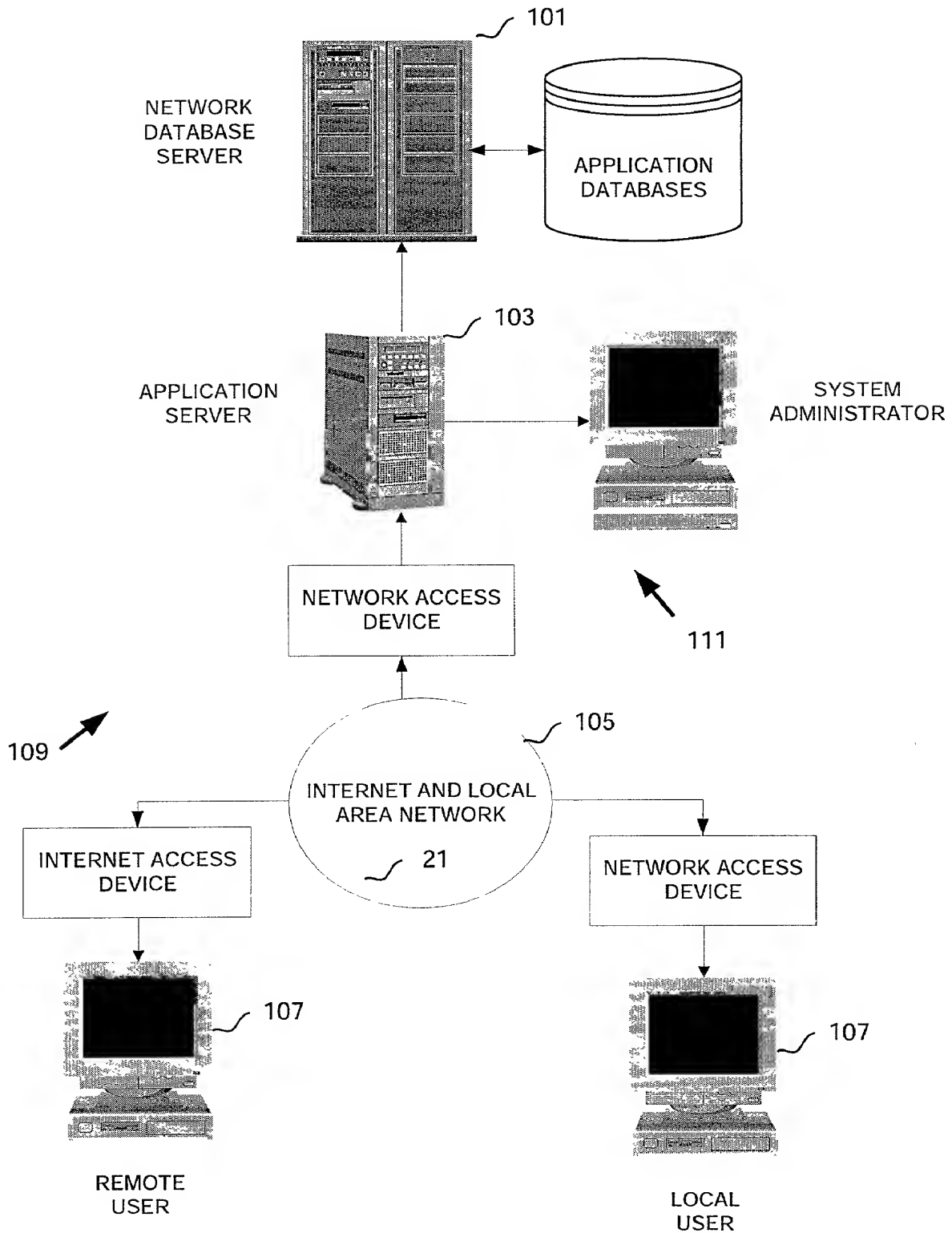


FIGURE 2.A:  
METHOD OF GENERATING A CONTRACT

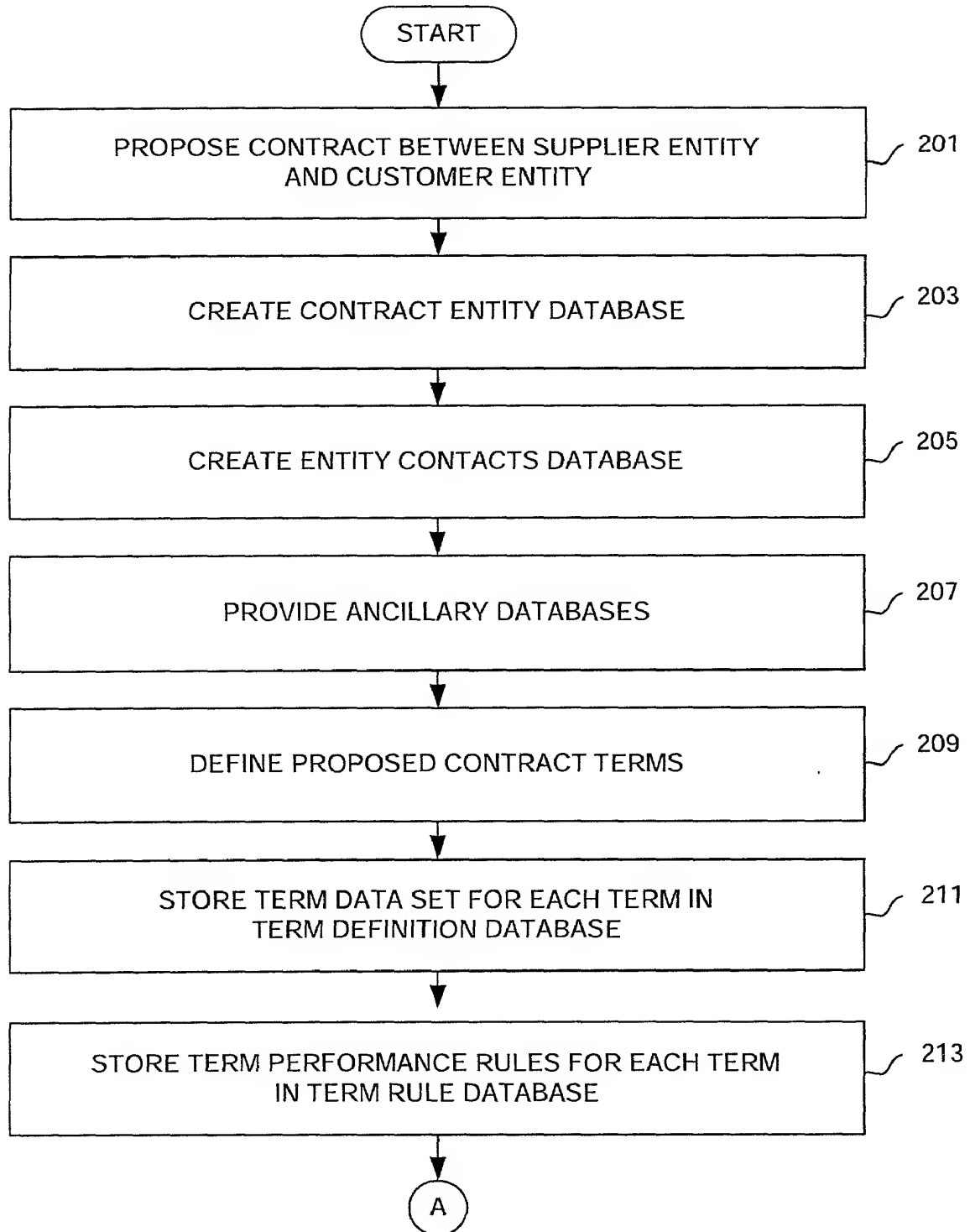


FIGURE 2.B:  
METHOD OF GENERATING A CONTRACT

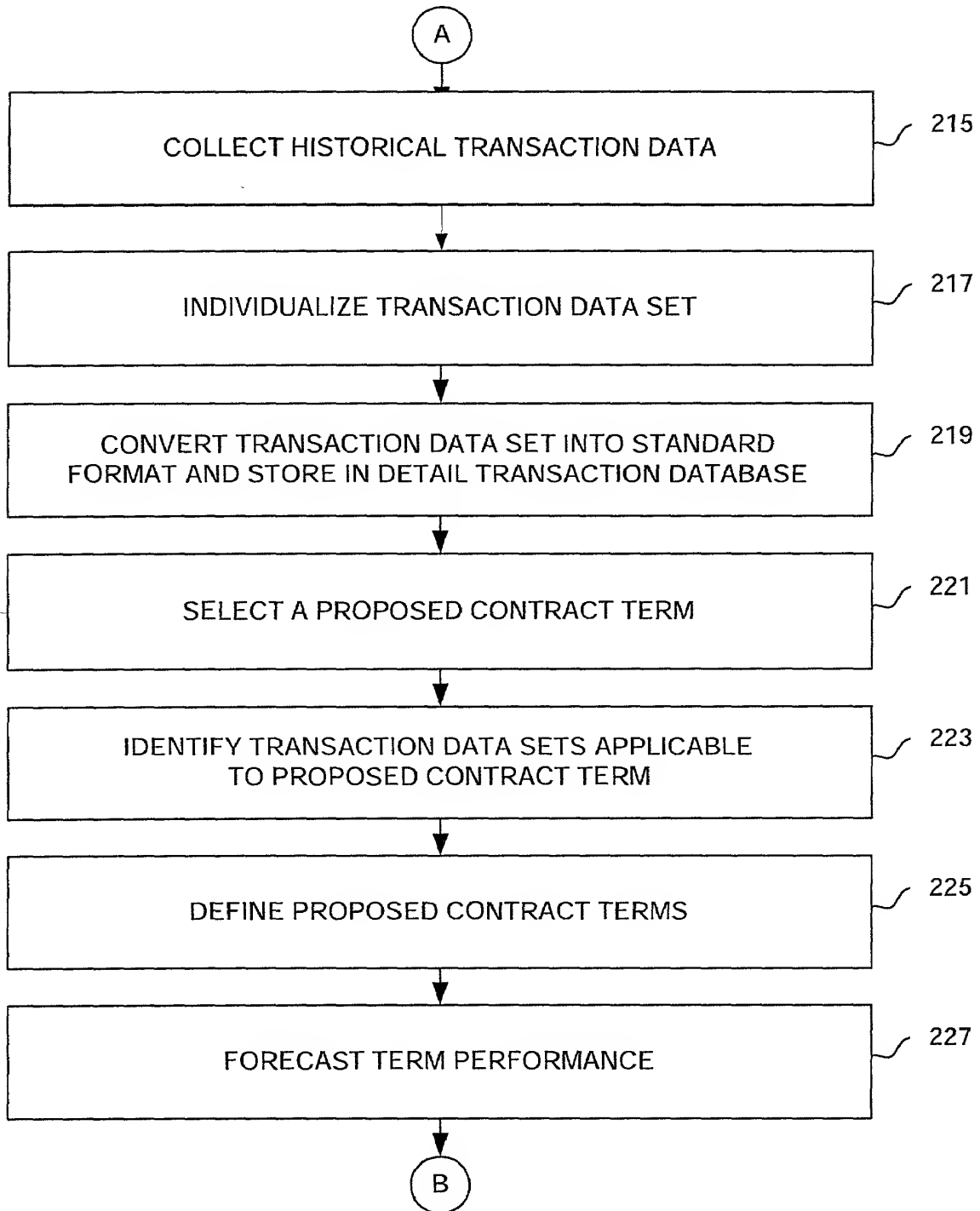


FIG. 2B

FIGURE 2.C:  
METHOD OF GENERATING A CONTRACT

FIG. 2.C. 8243269

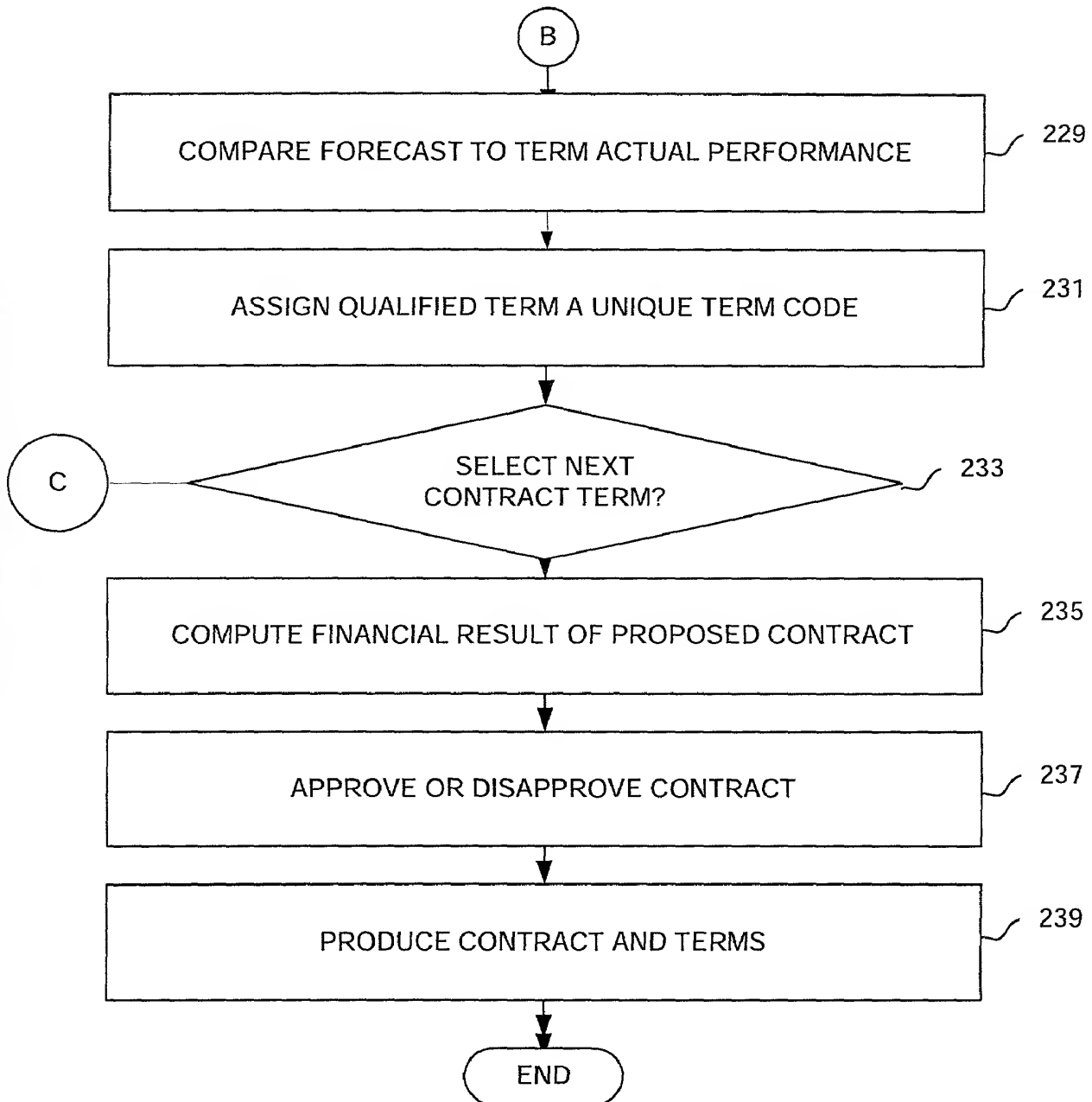


FIGURE 3:  
COMPUTER PROCESSOR AND DATABASES

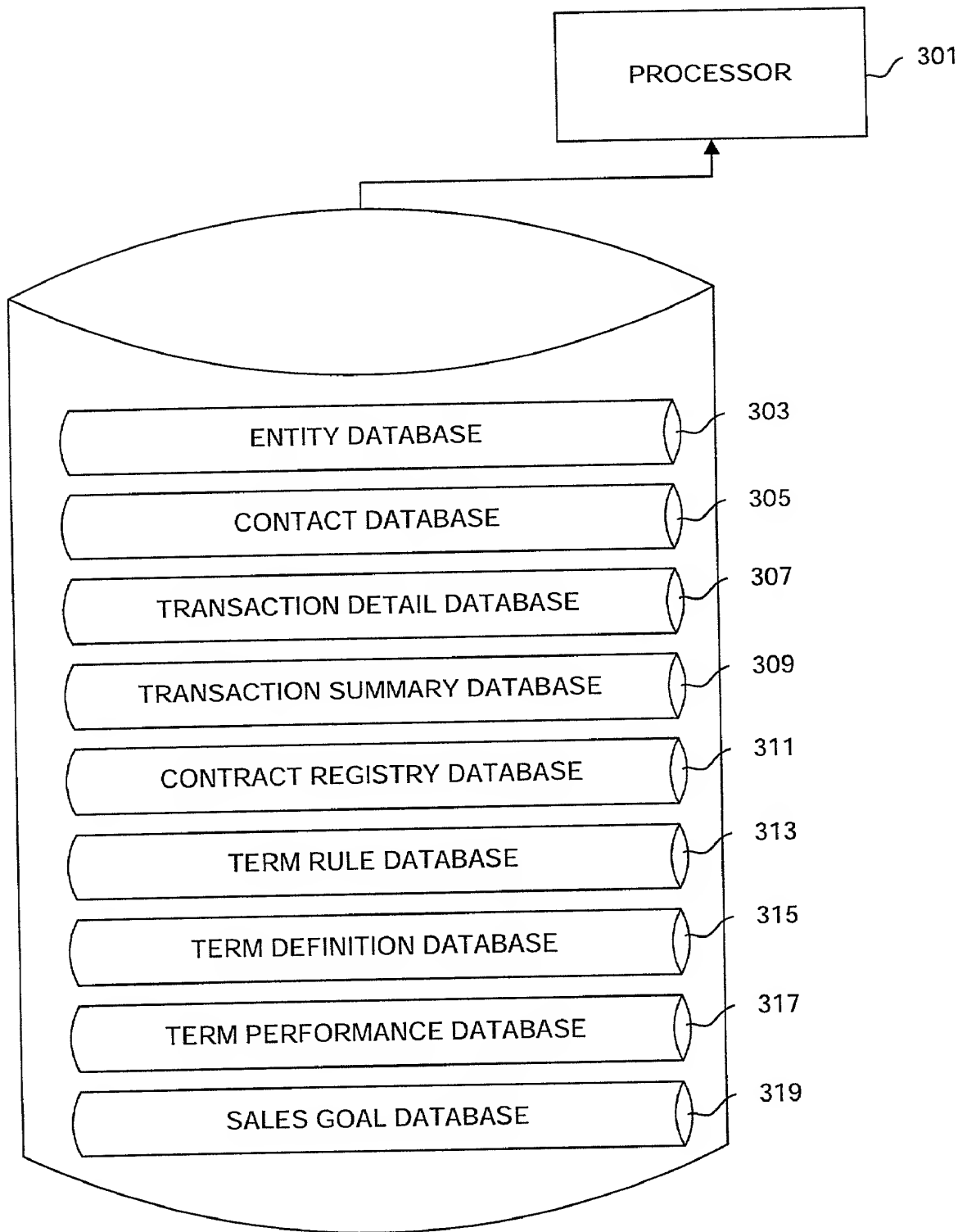


FIGURE 4.A  
CONTRACT-DESIGNATED TRANSACTION

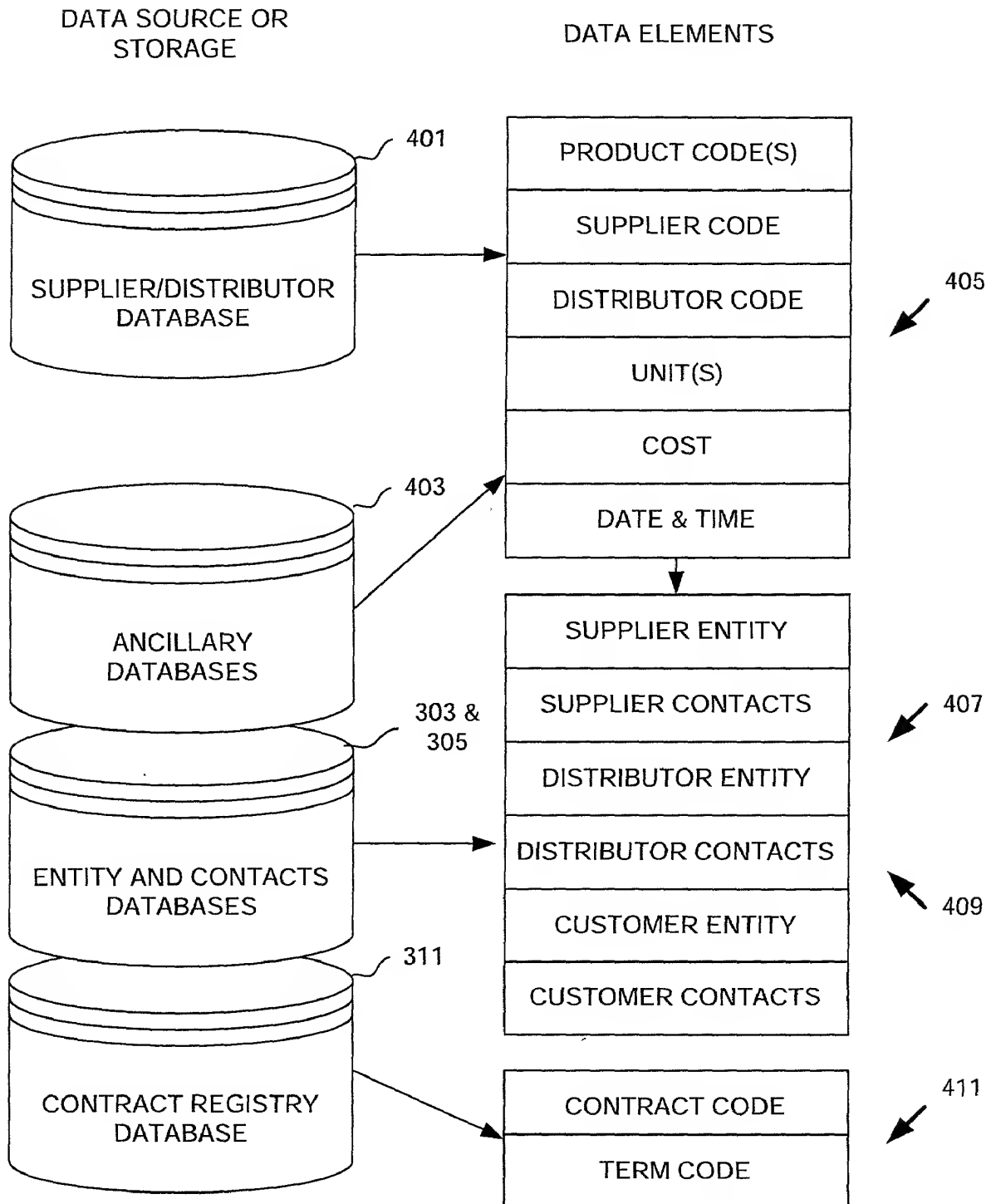


FIGURE 5.A  
INPUT CONTRACT ENTITIES AND CONTACTS

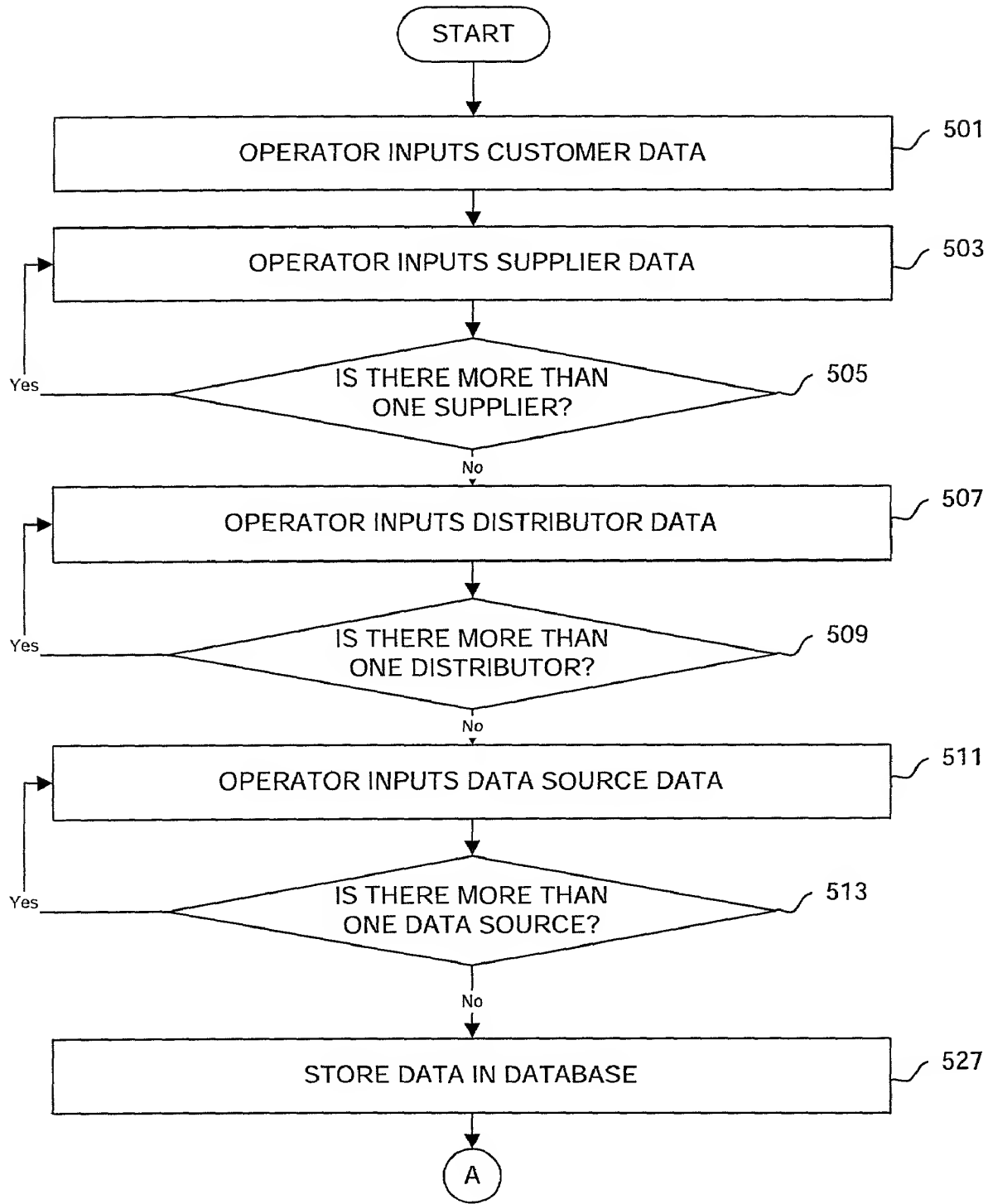


FIGURE 5.B  
INPUT CONTRACT ENTITIES AND CONTACTS

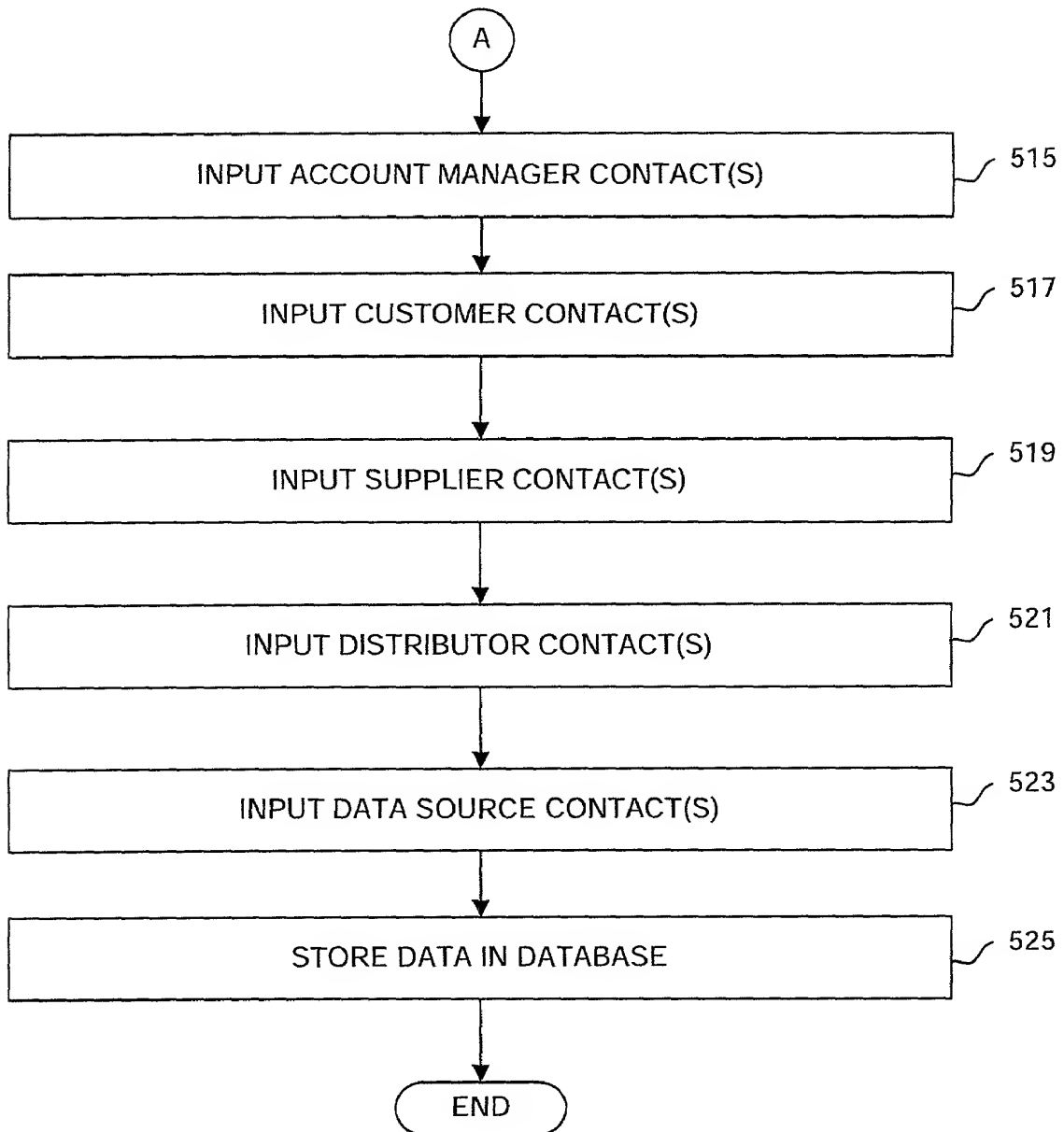




FIGURE 4.B  
CONTRACT-DESIGNATED TRANSACTION

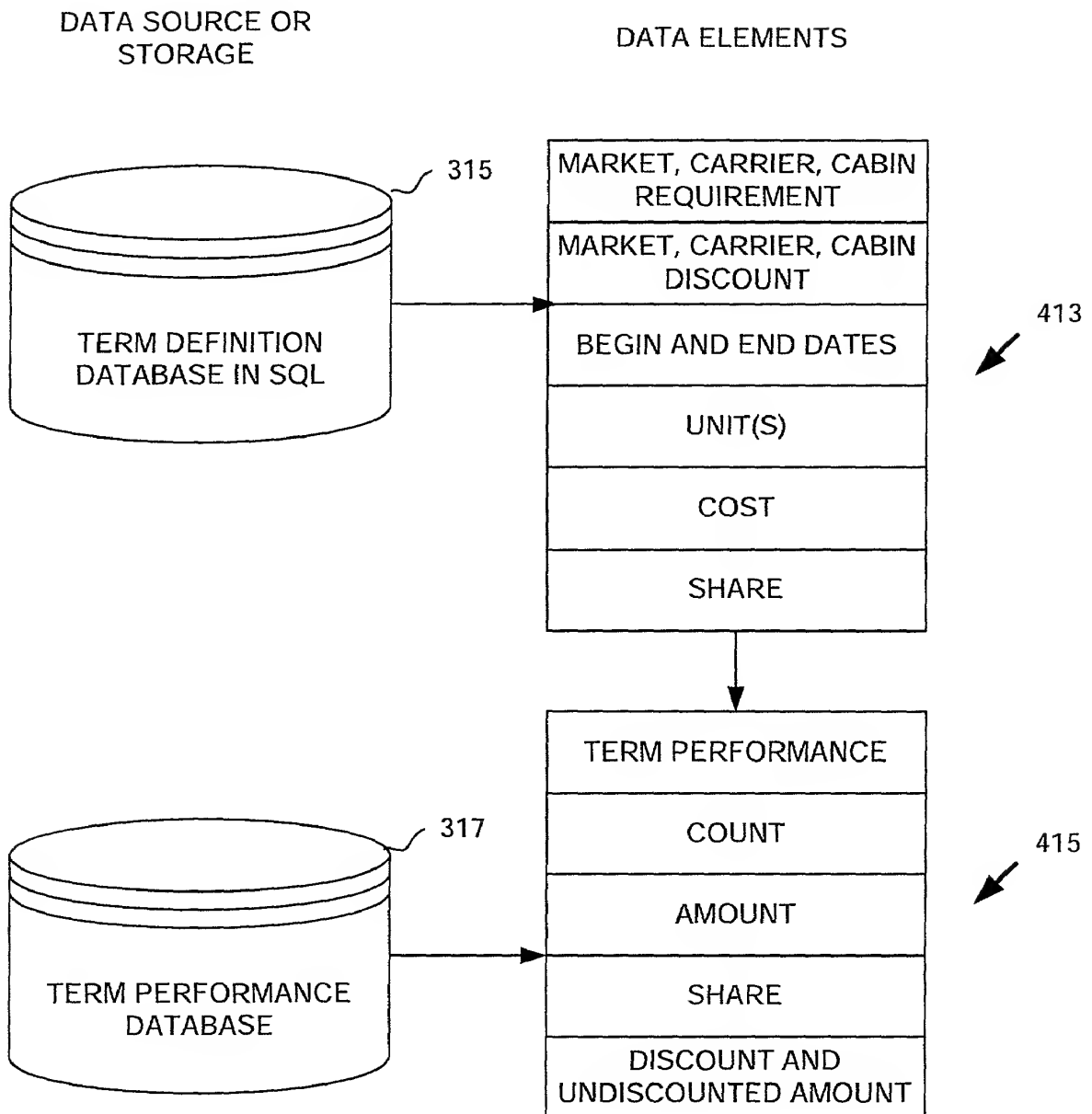


FIGURE 6:  
ESTABLISH CONTRACT AND TERM RULES

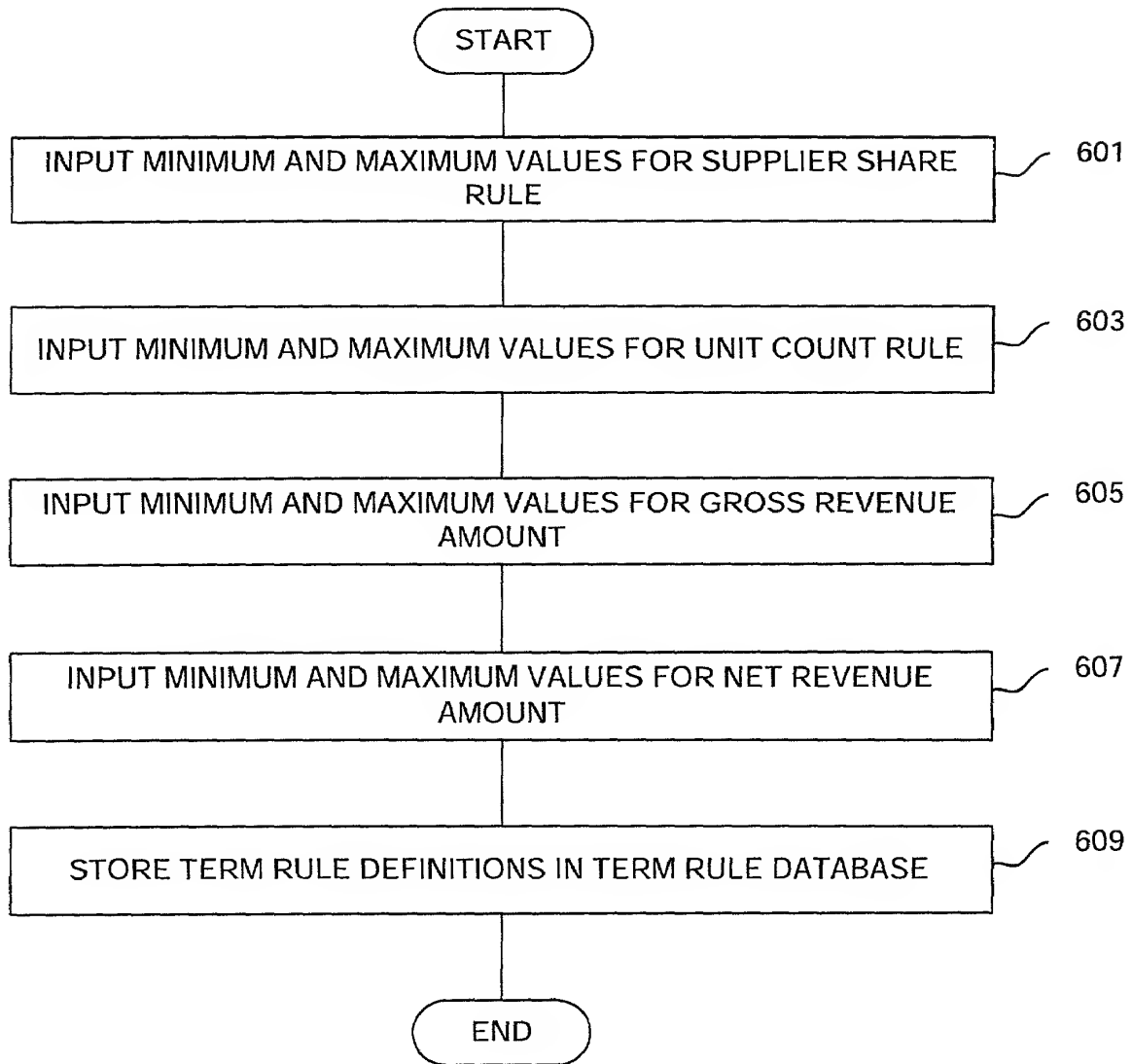


FIGURE 7.A:  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

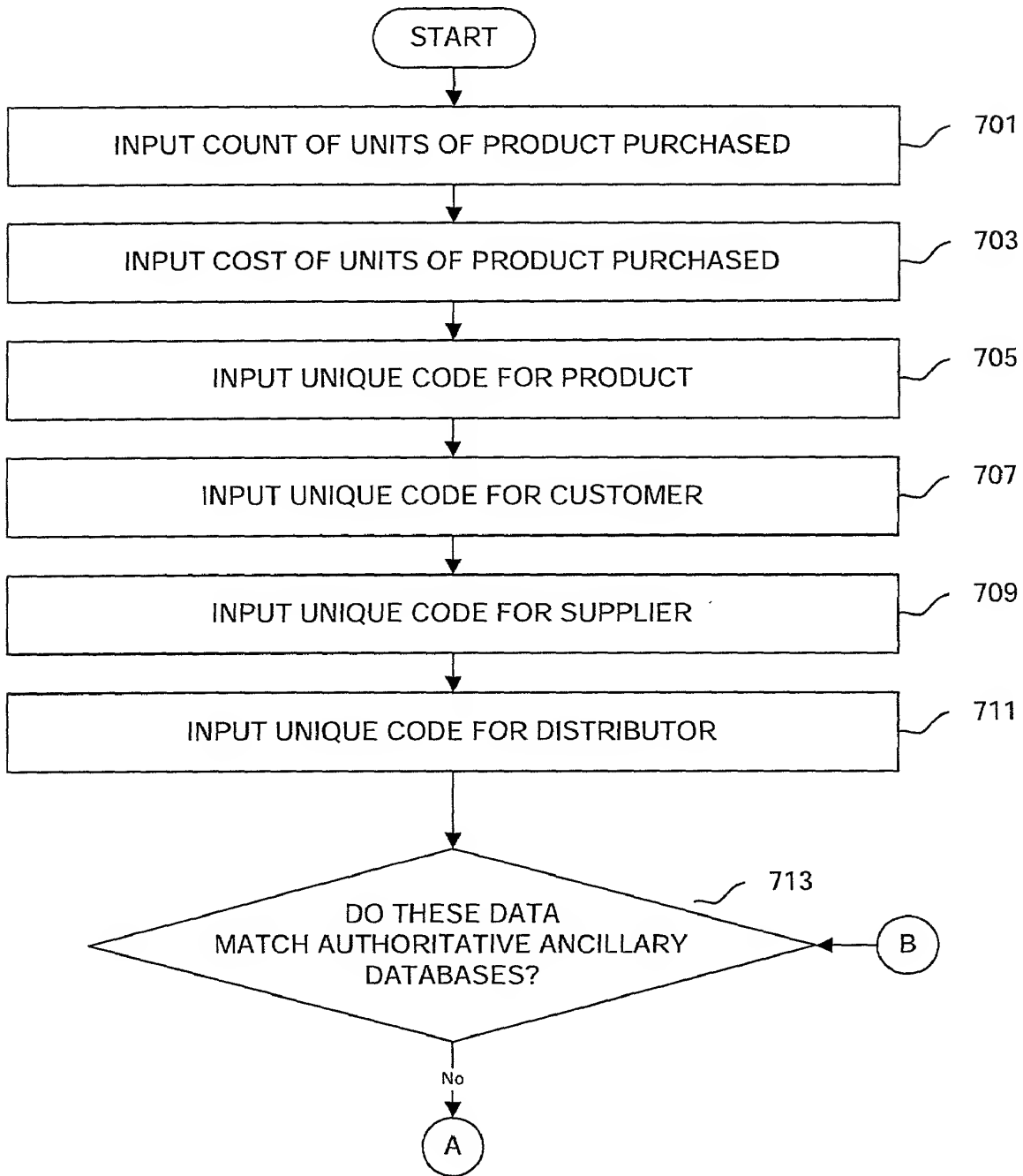


FIGURE 7.B:  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

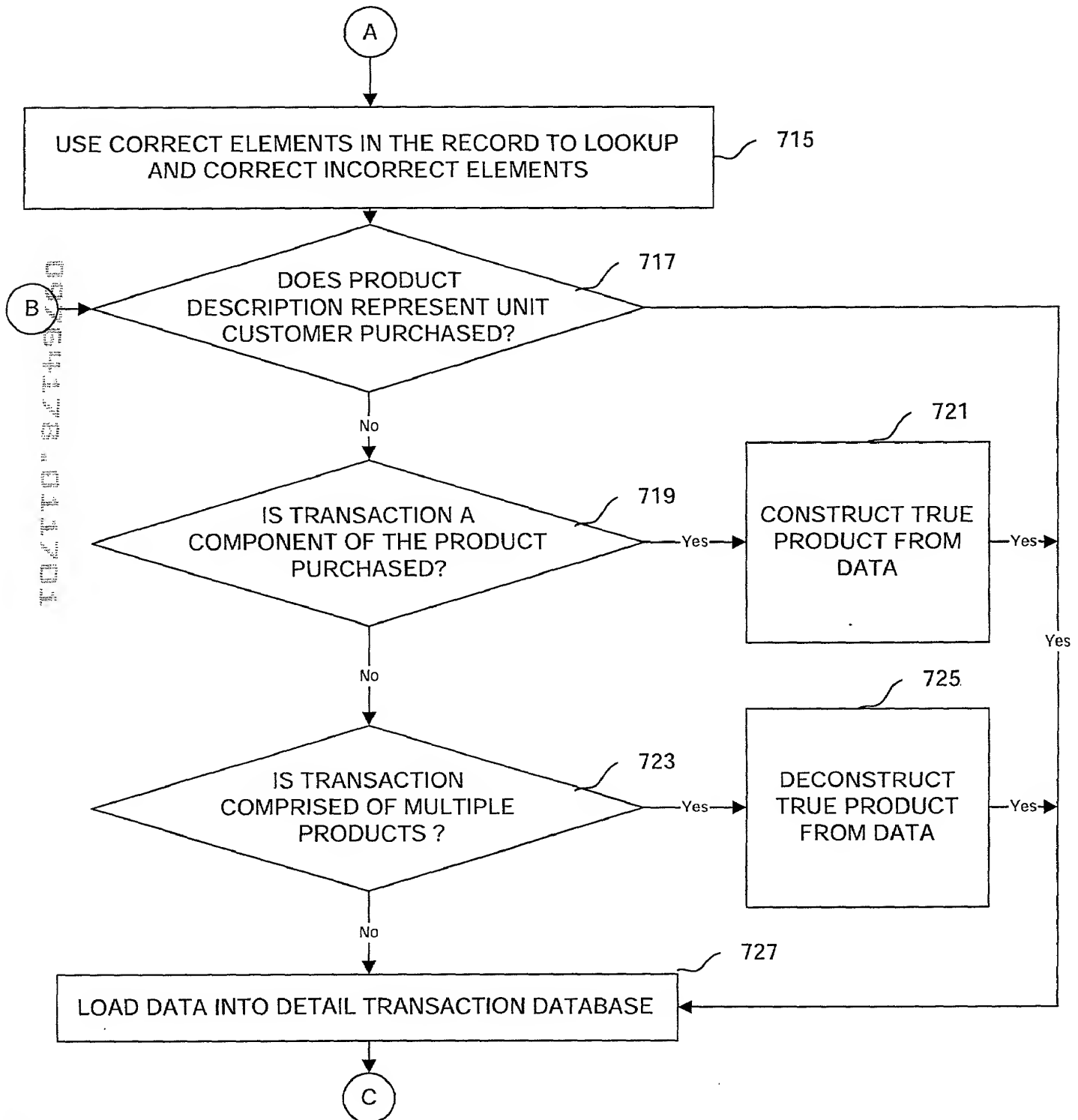


FIGURE 7.C:  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

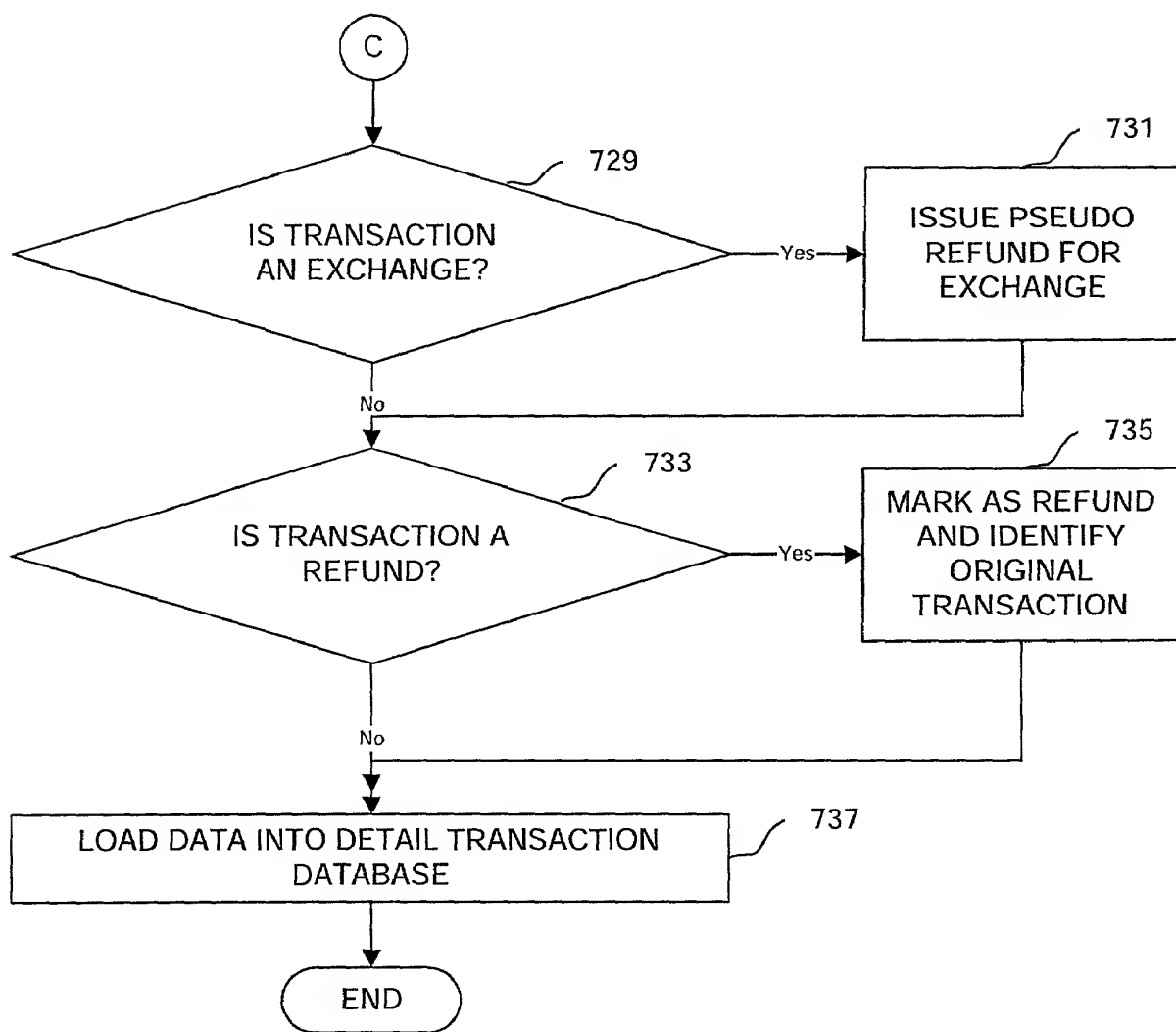


FIGURE 8.A  
DEFINE CONTRACT AND PERFORMANCE TERMS

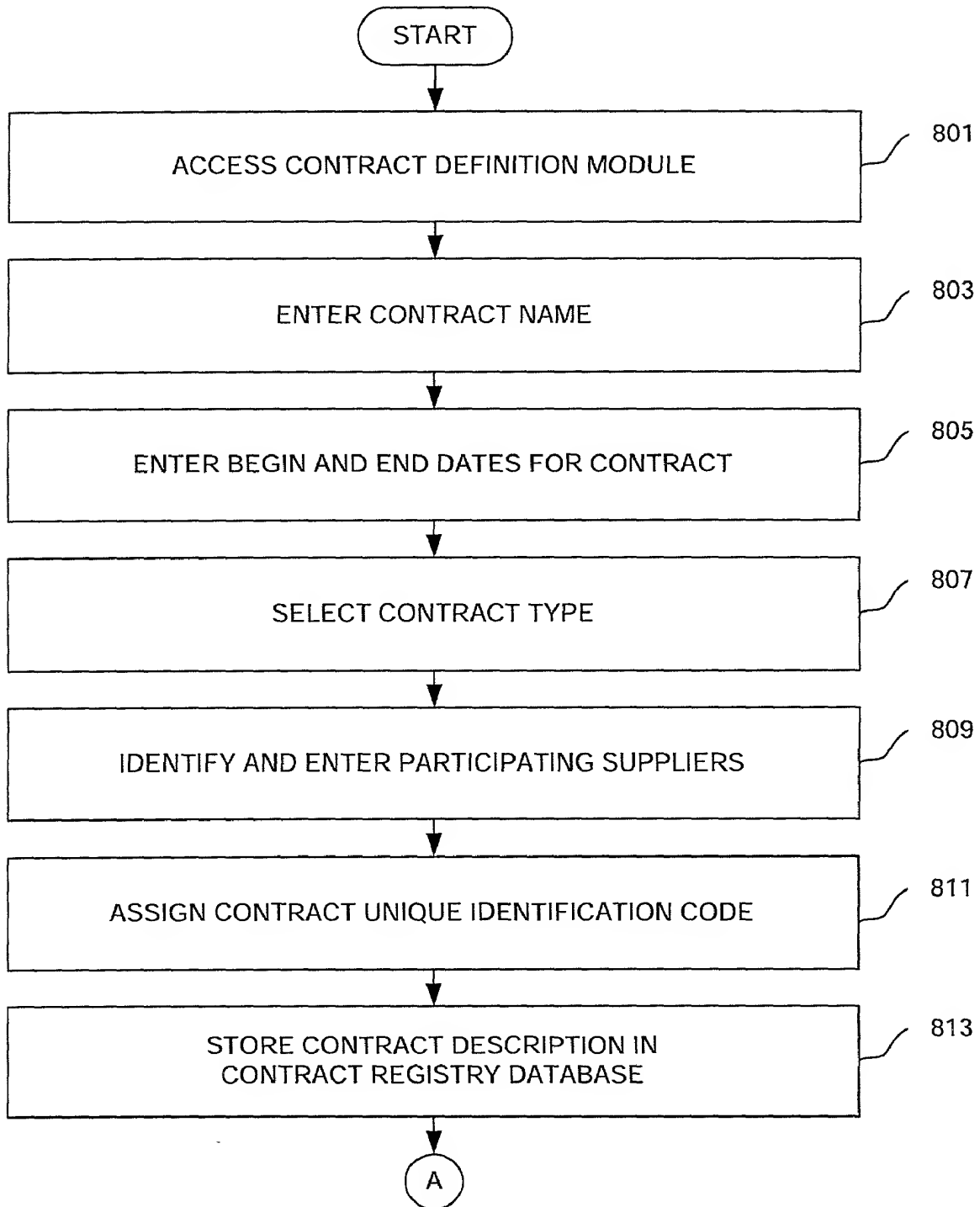


FIGURE 8.B  
DEFINE CONTRACT AND PERFORMANCE TERMS

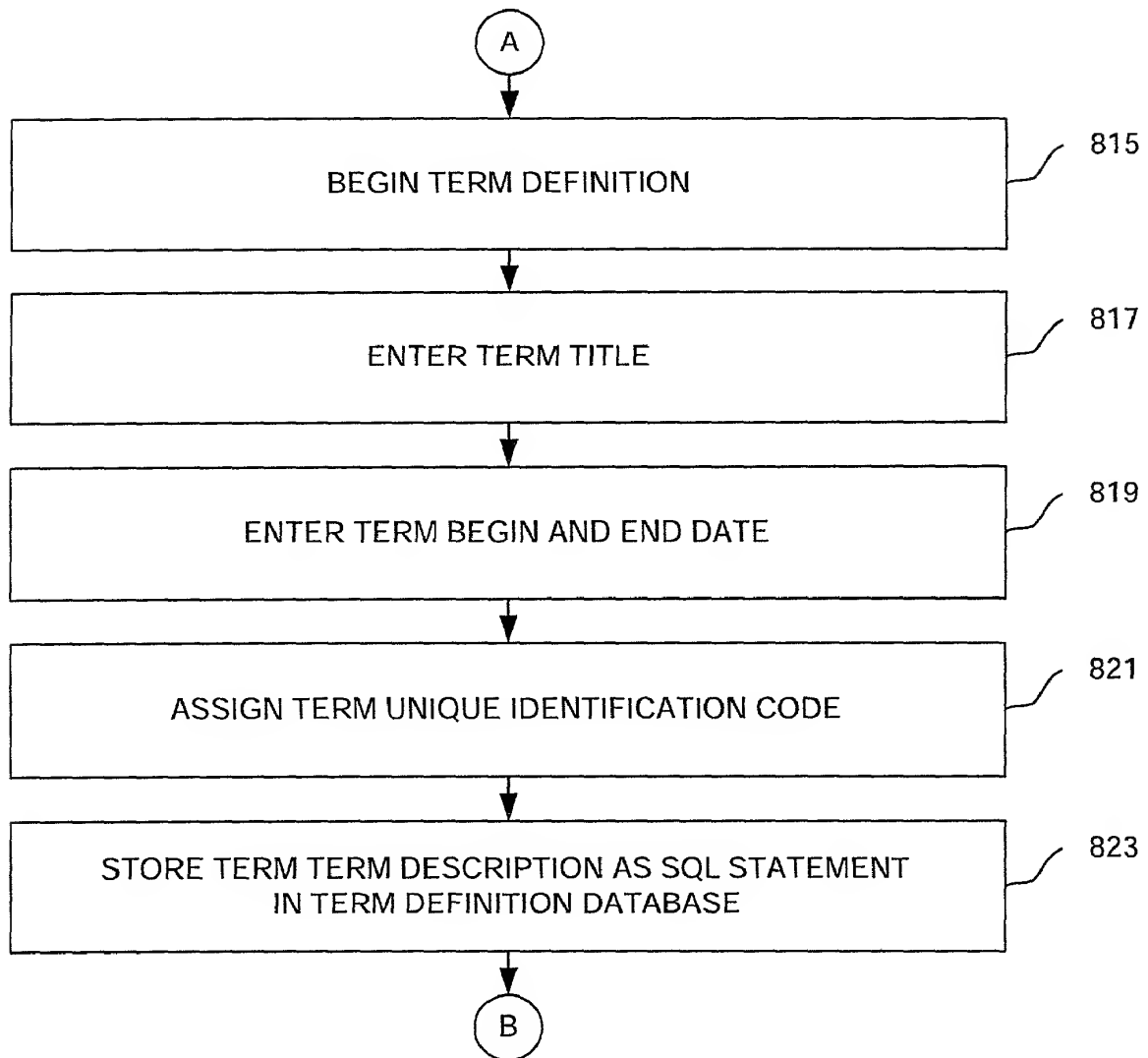
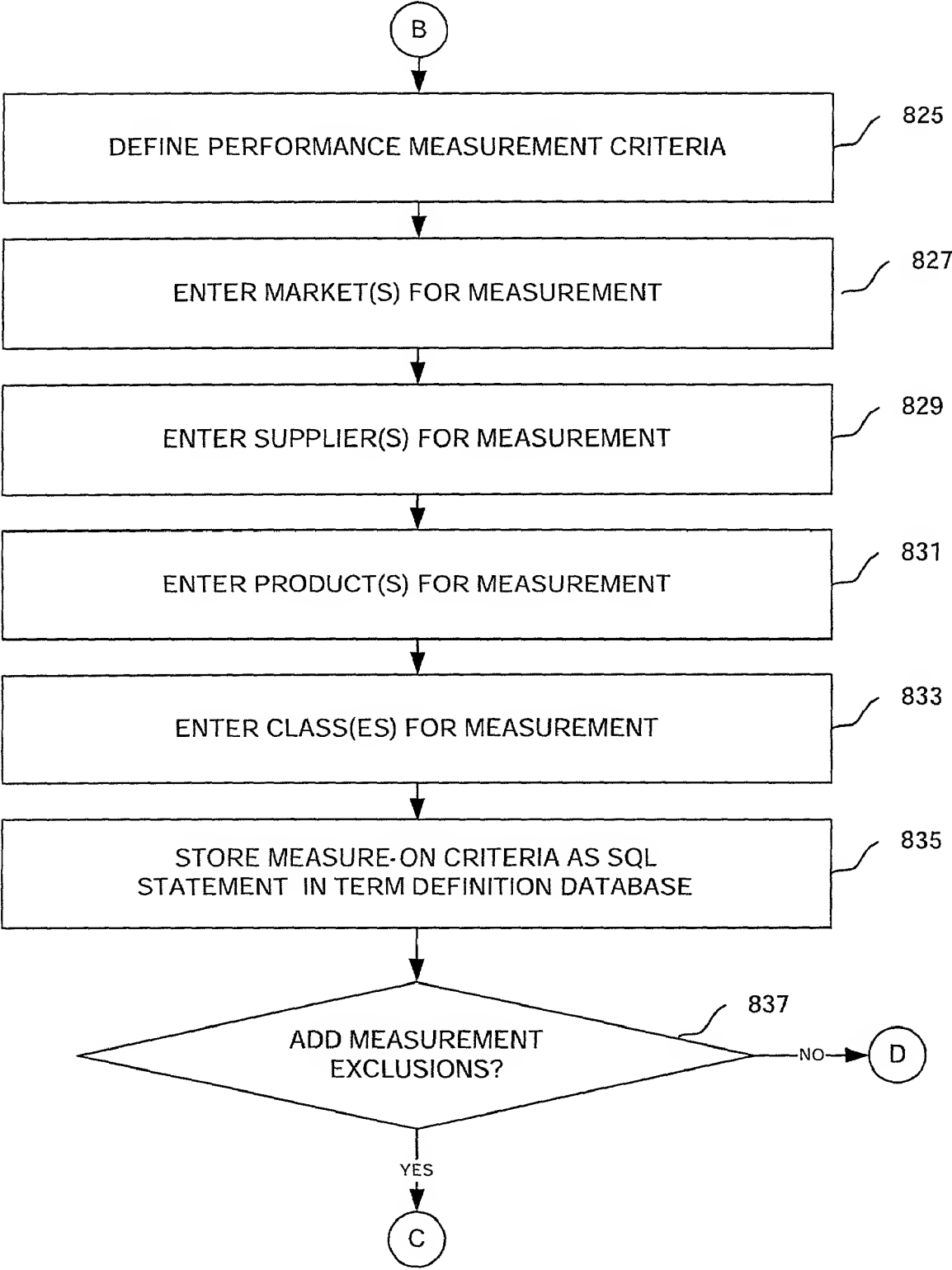


FIGURE 8.C  
DEFINE CONTRACT AND PERFORMANCE TERMS



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FIGURE 8.D  
DEFINE CONTRACT AND PERFORMANCE TERMS

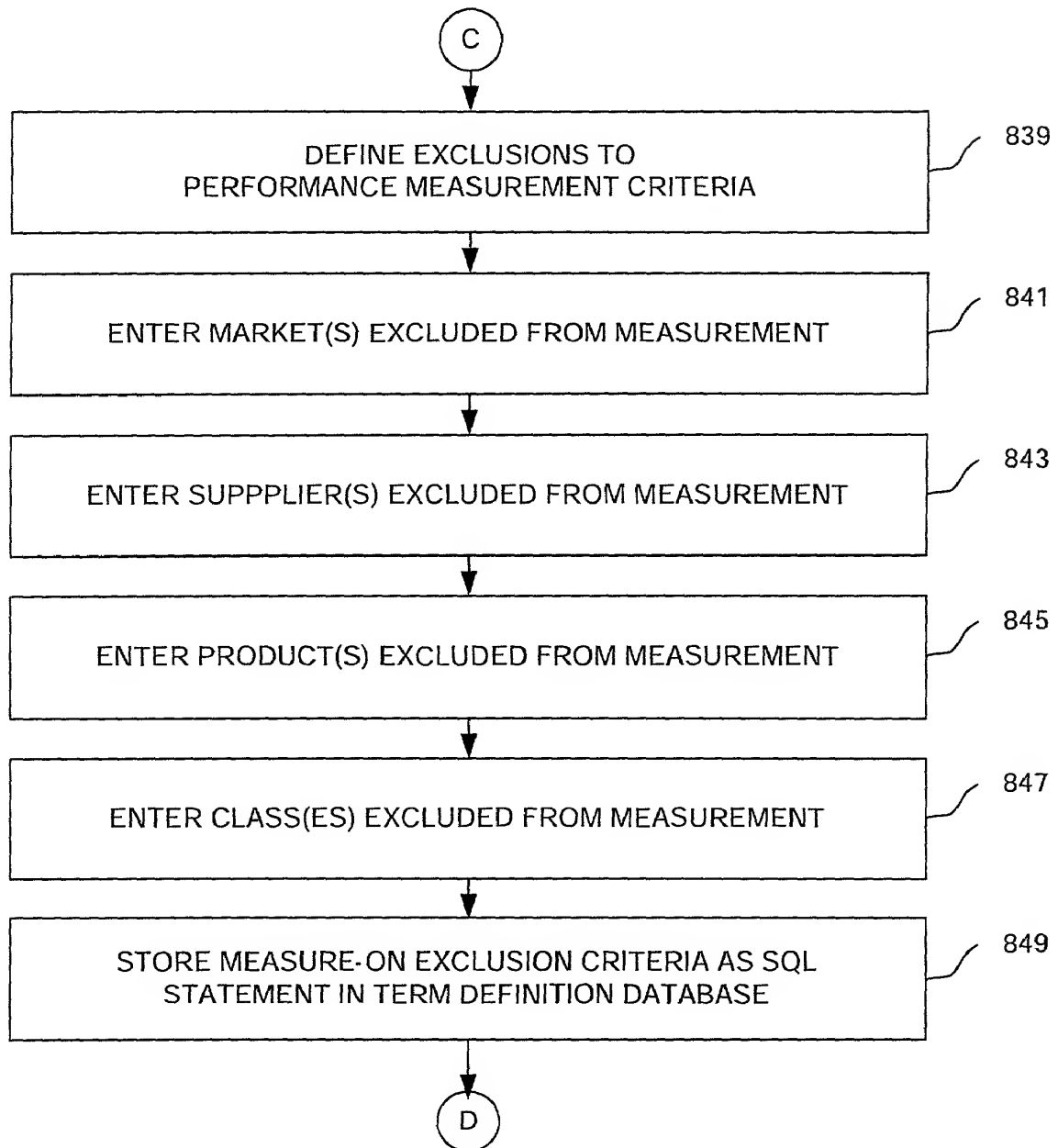




FIGURE 8.F  
DEFINE CONTRACT AND PERFORMANCE TERMS

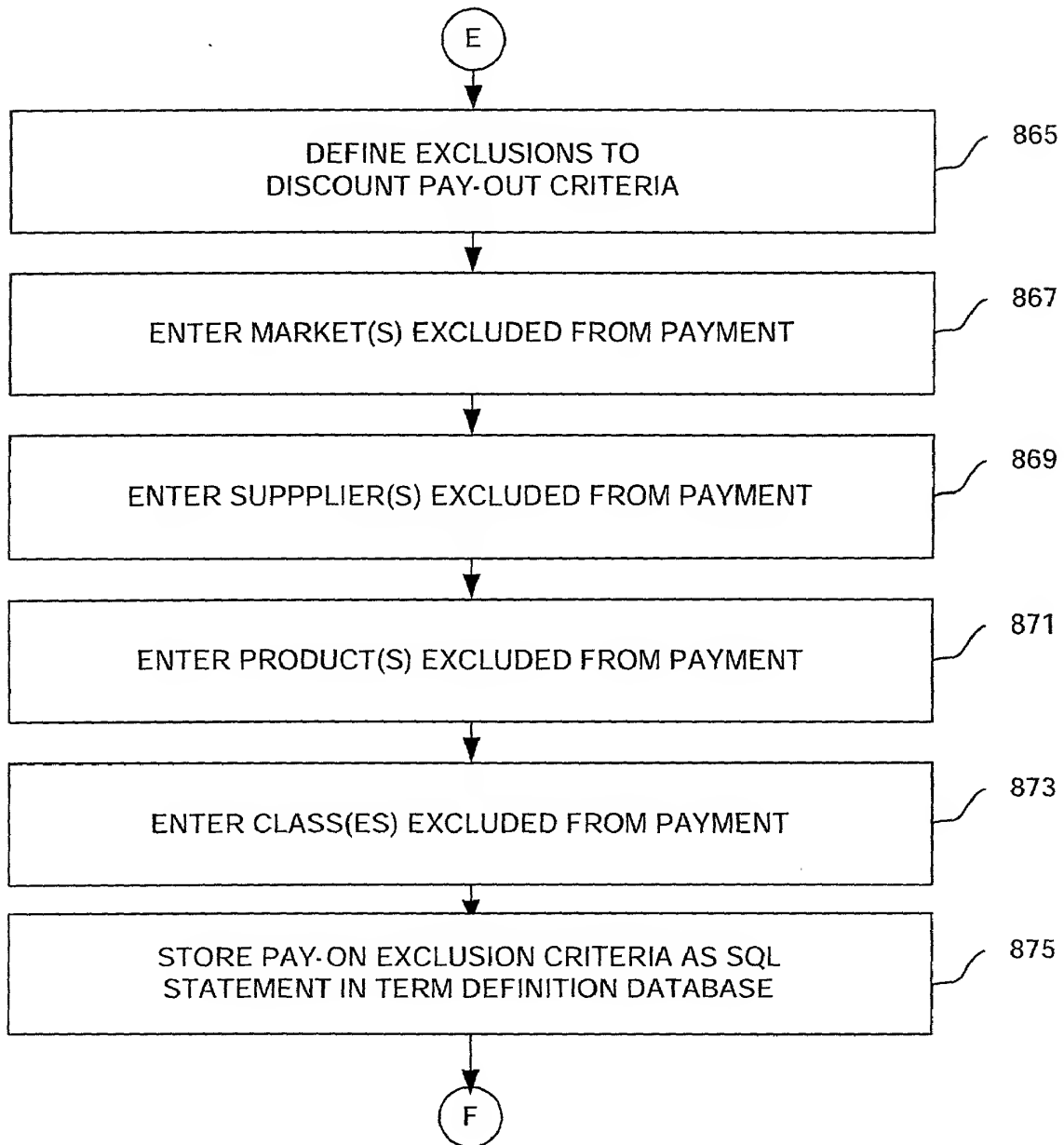


FIGURE 8.G  
DEFINE CONTRACT AND PERFORMANCE TERMS

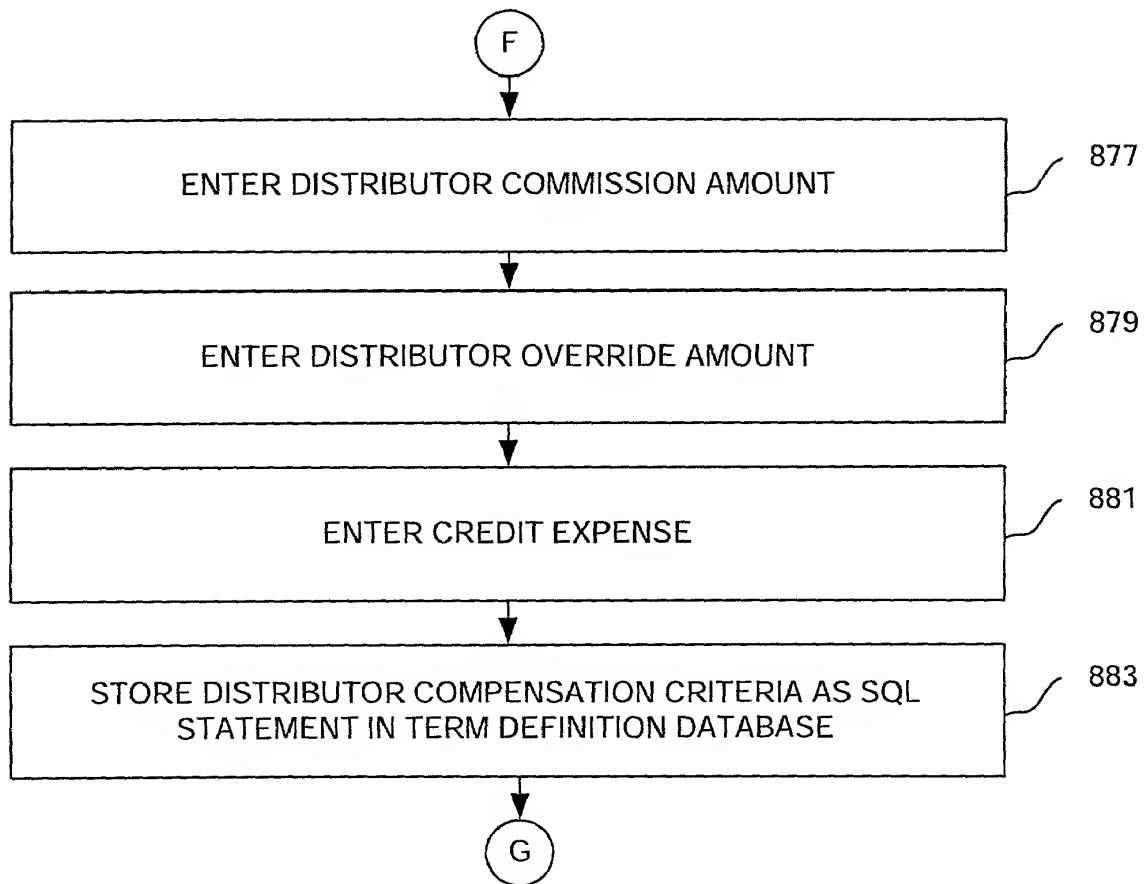


FIG. 8.G

FIGURE 8.H  
DEFINE CONTRACT AND PERFORMANCE TERMS

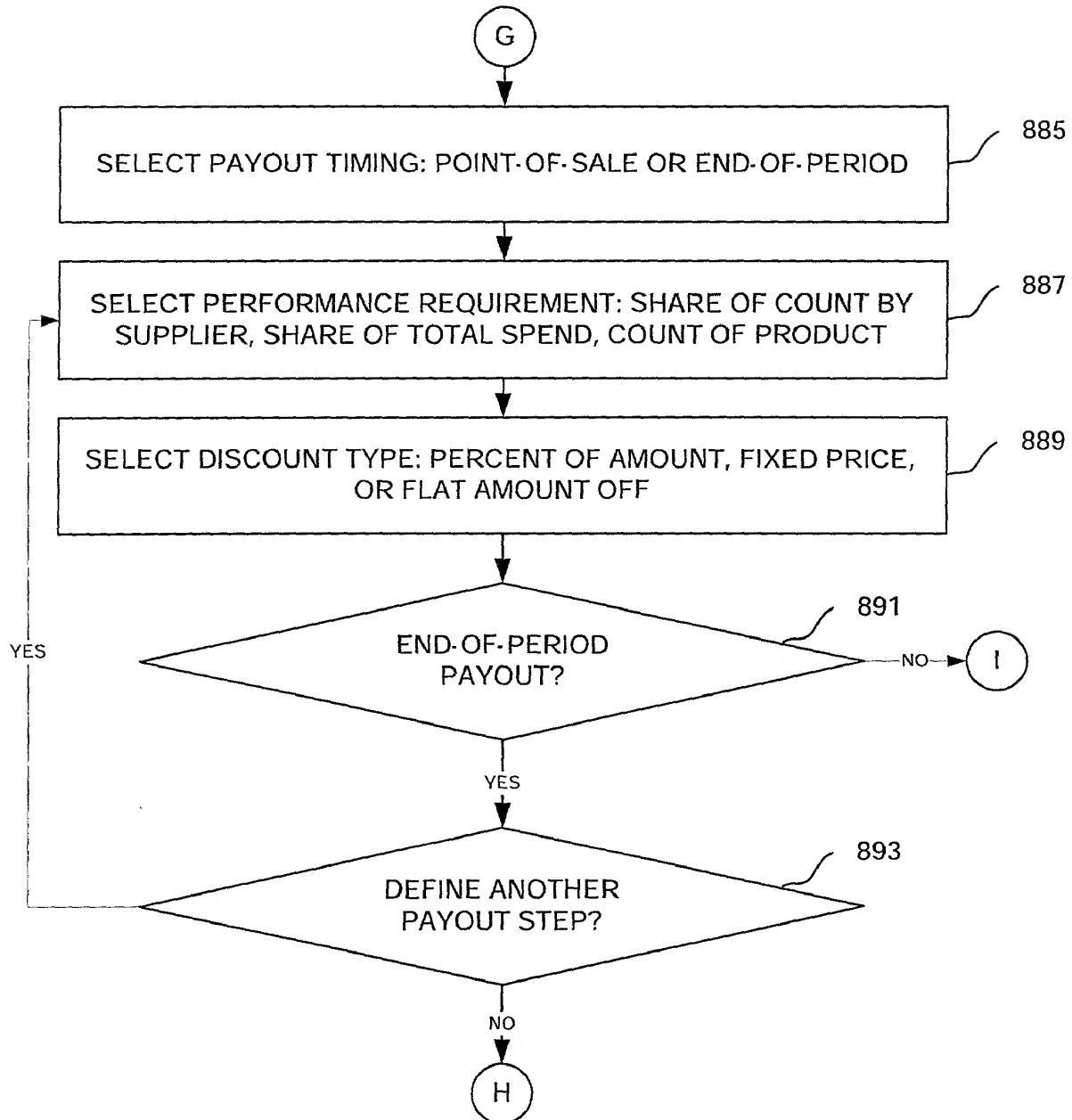
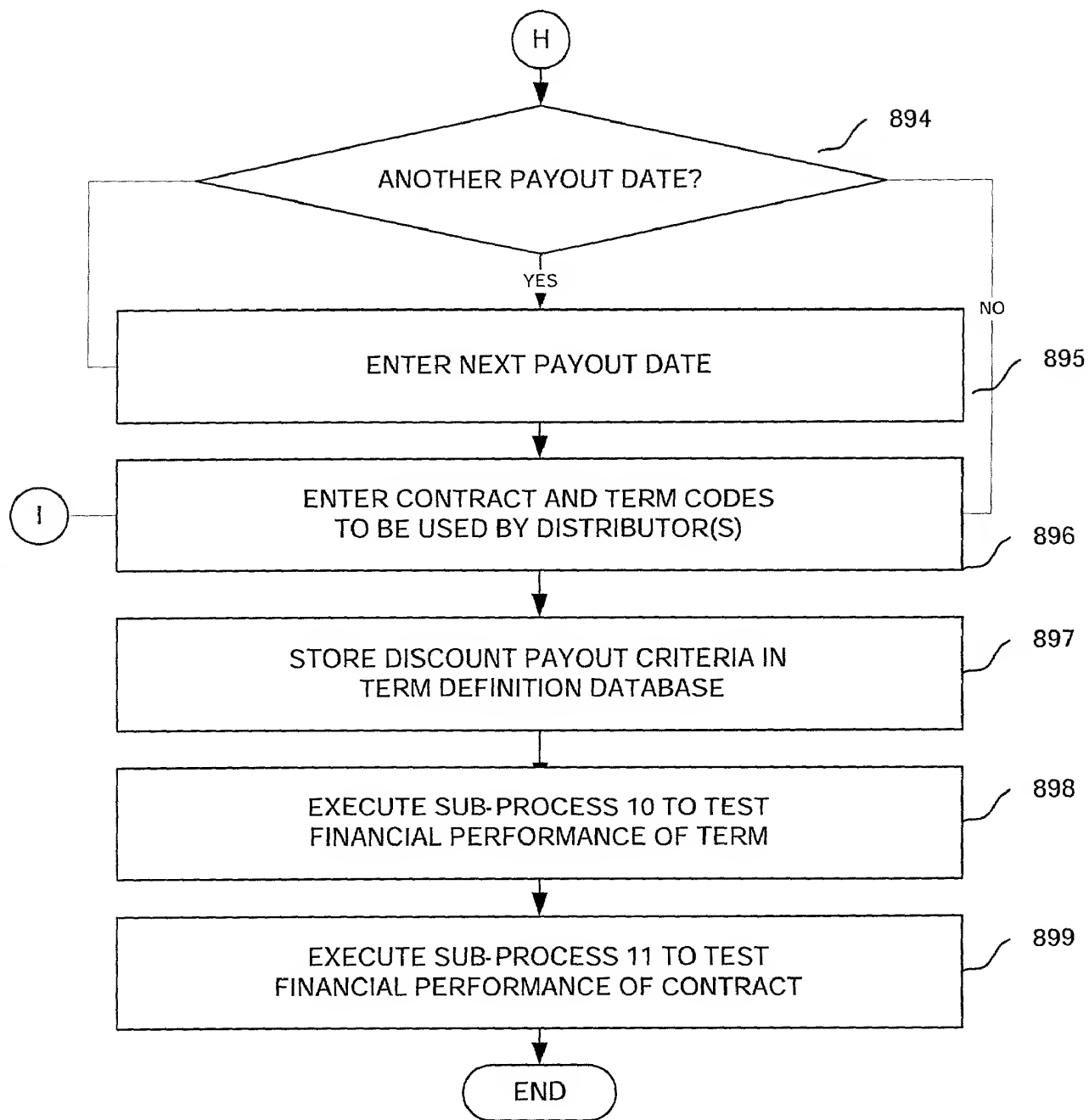


FIGURE 8.I  
DEFINE CONTRACT AND PERFORMANCE TERMS



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FIGURE 9.A  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

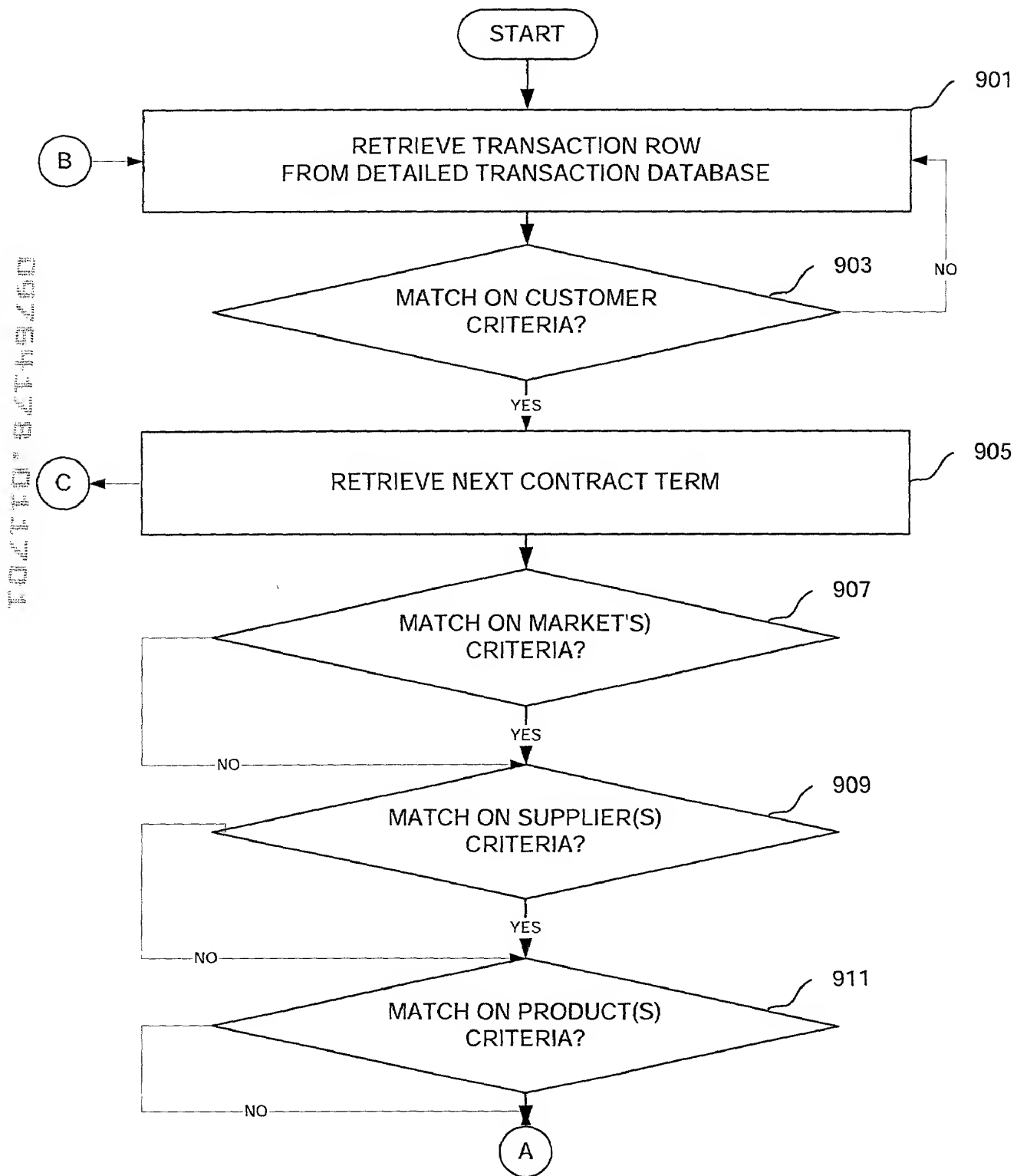


FIGURE 9.B  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

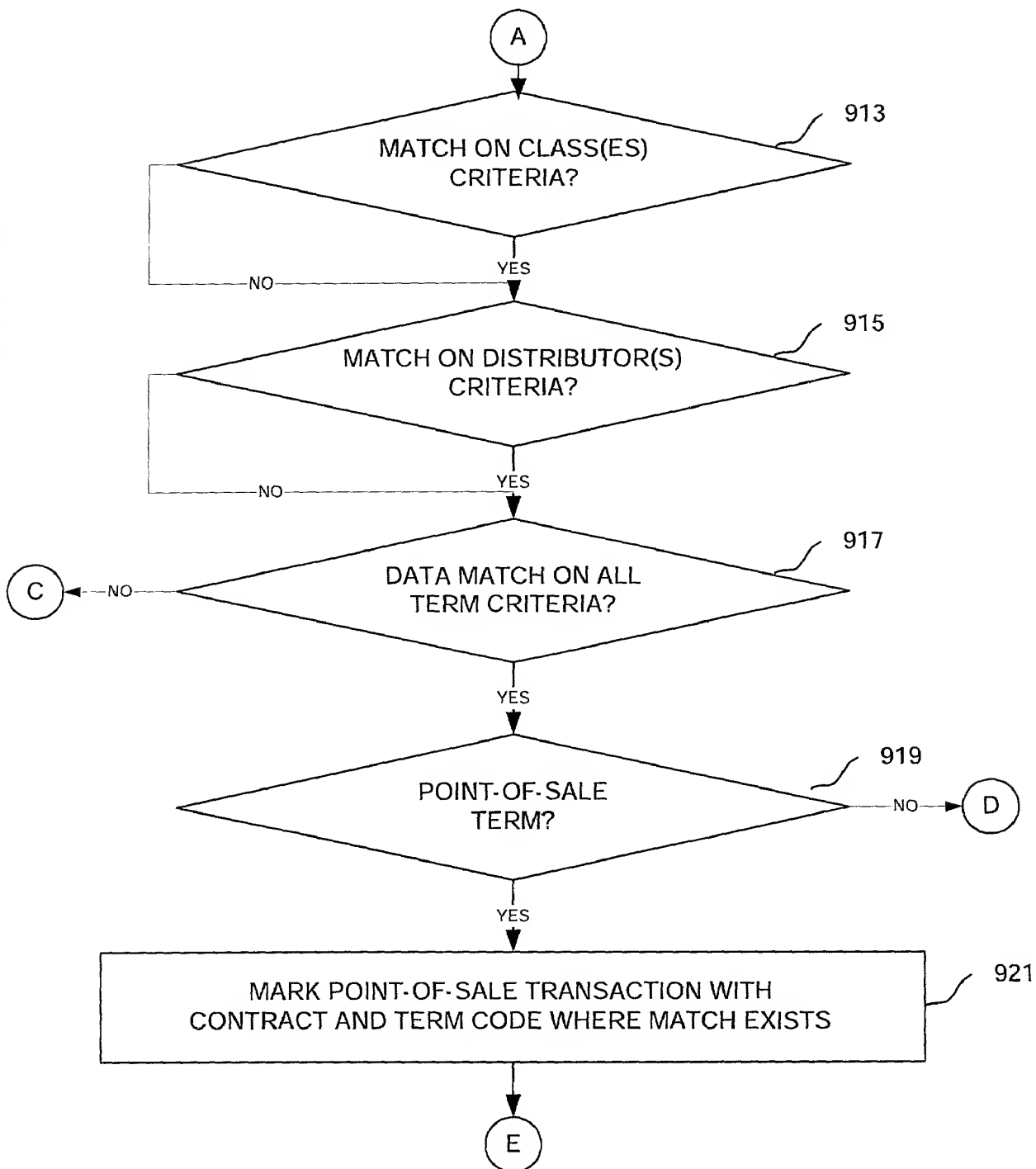




FIGURE 9.C  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

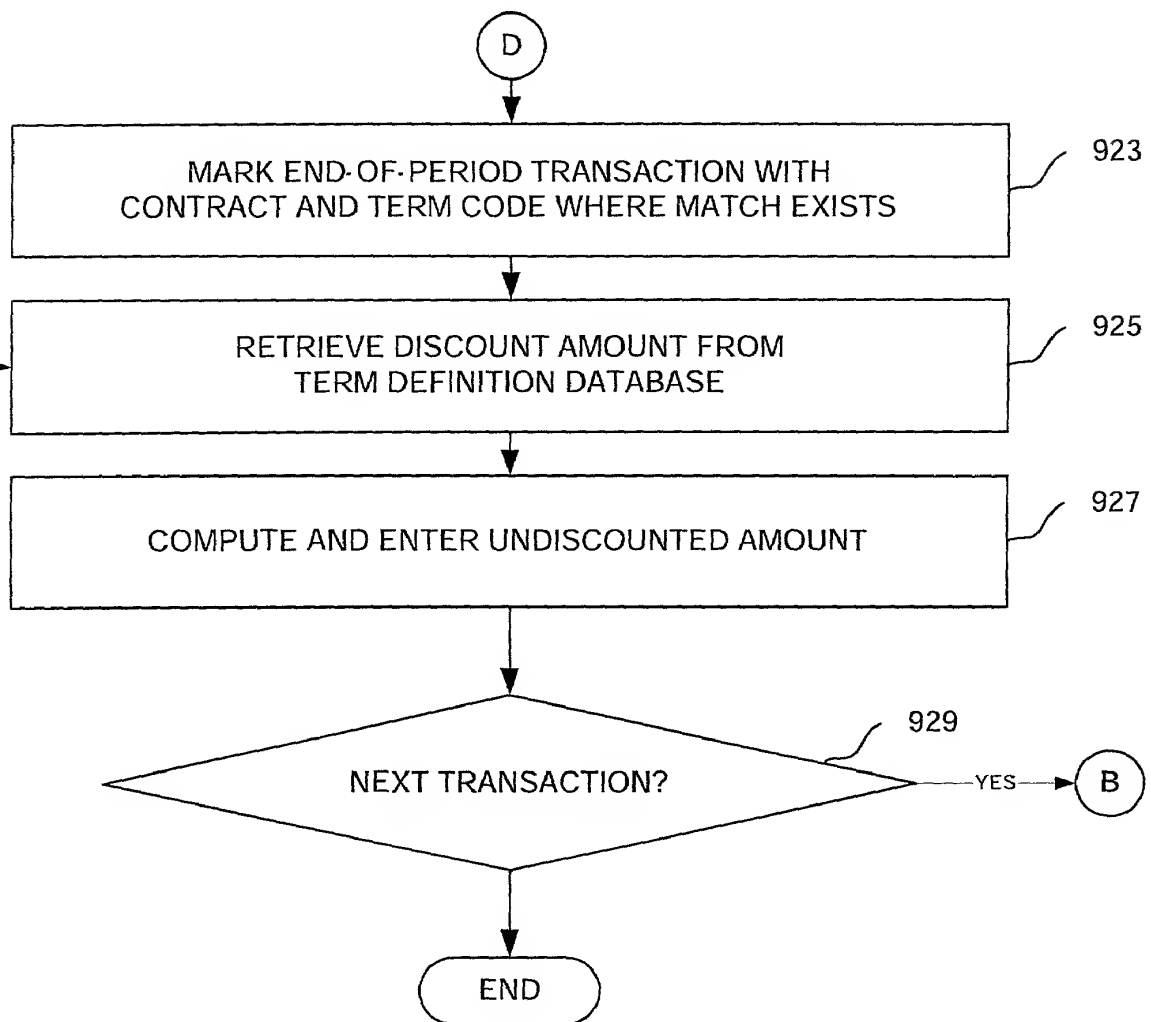


FIGURE 10.A:  
CREATE TRANSACTION SUMMARY DATABASE

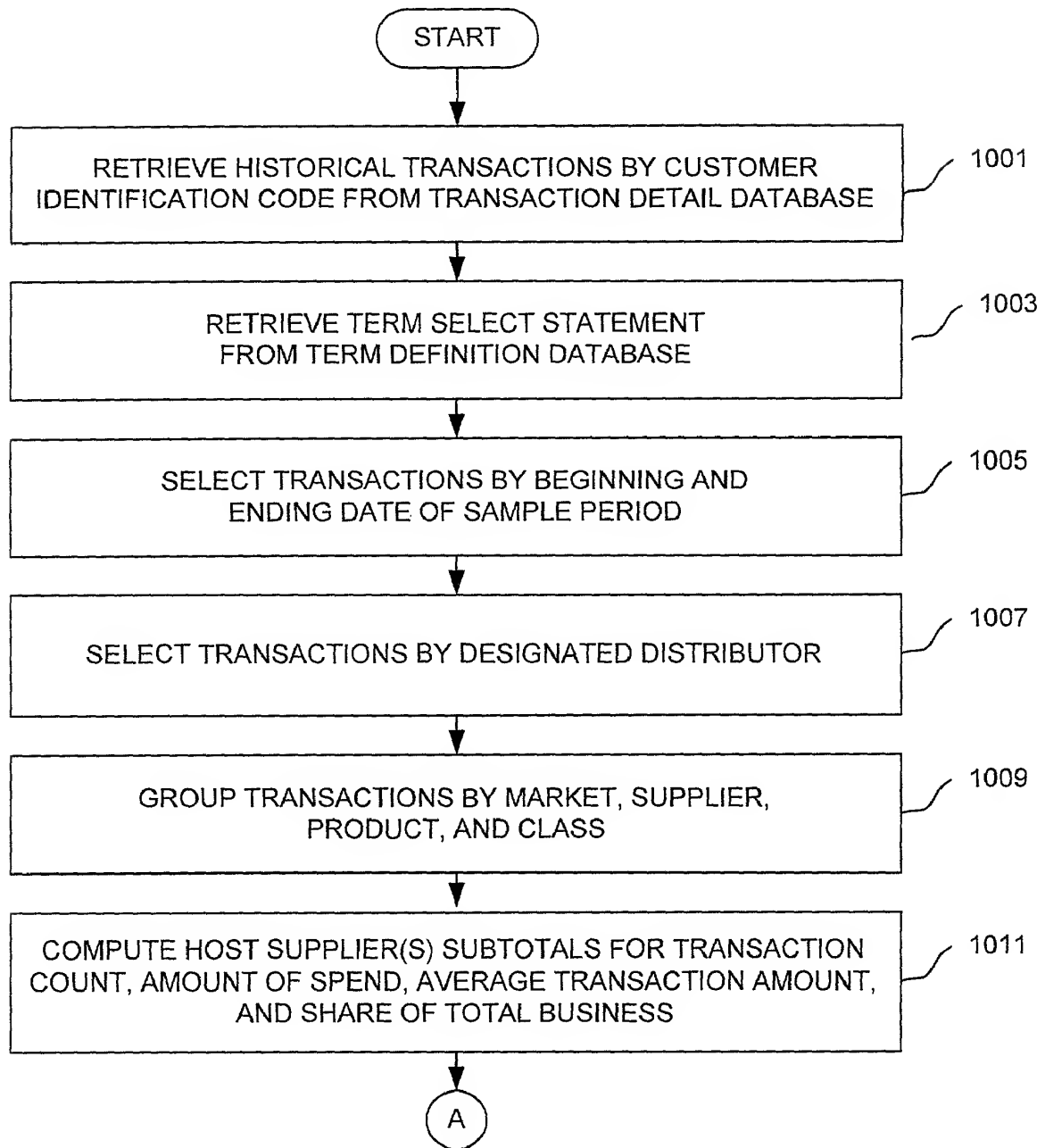


FIGURE 10.B:  
CREATE TRANSACTION SUMMARY DATABASE

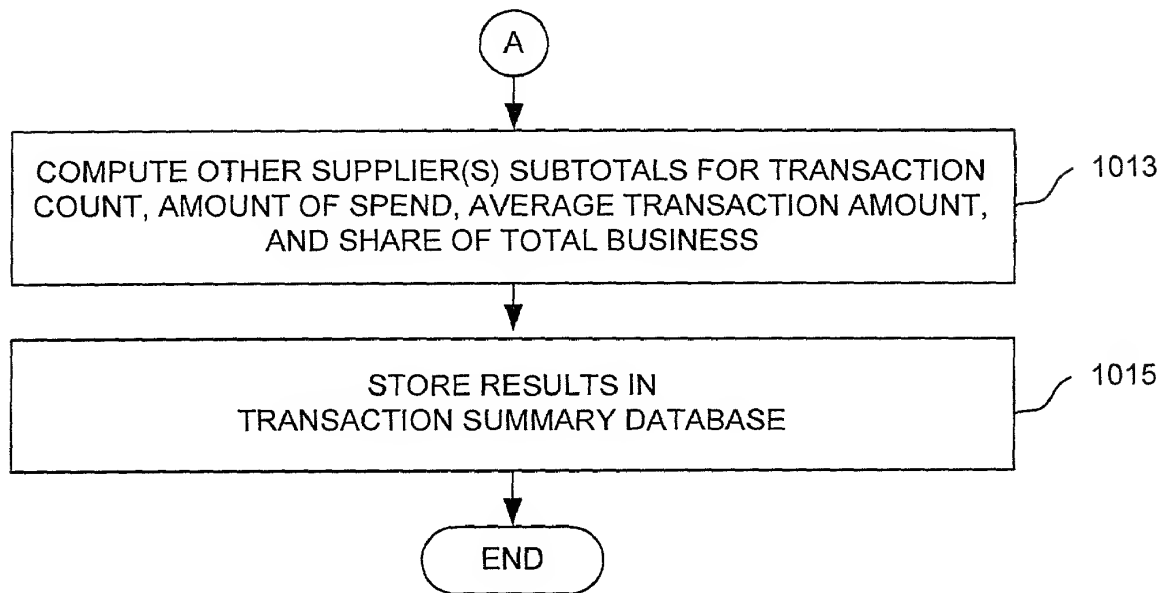


FIGURE 11.A  
FORECAST TERM PERFORMANCE

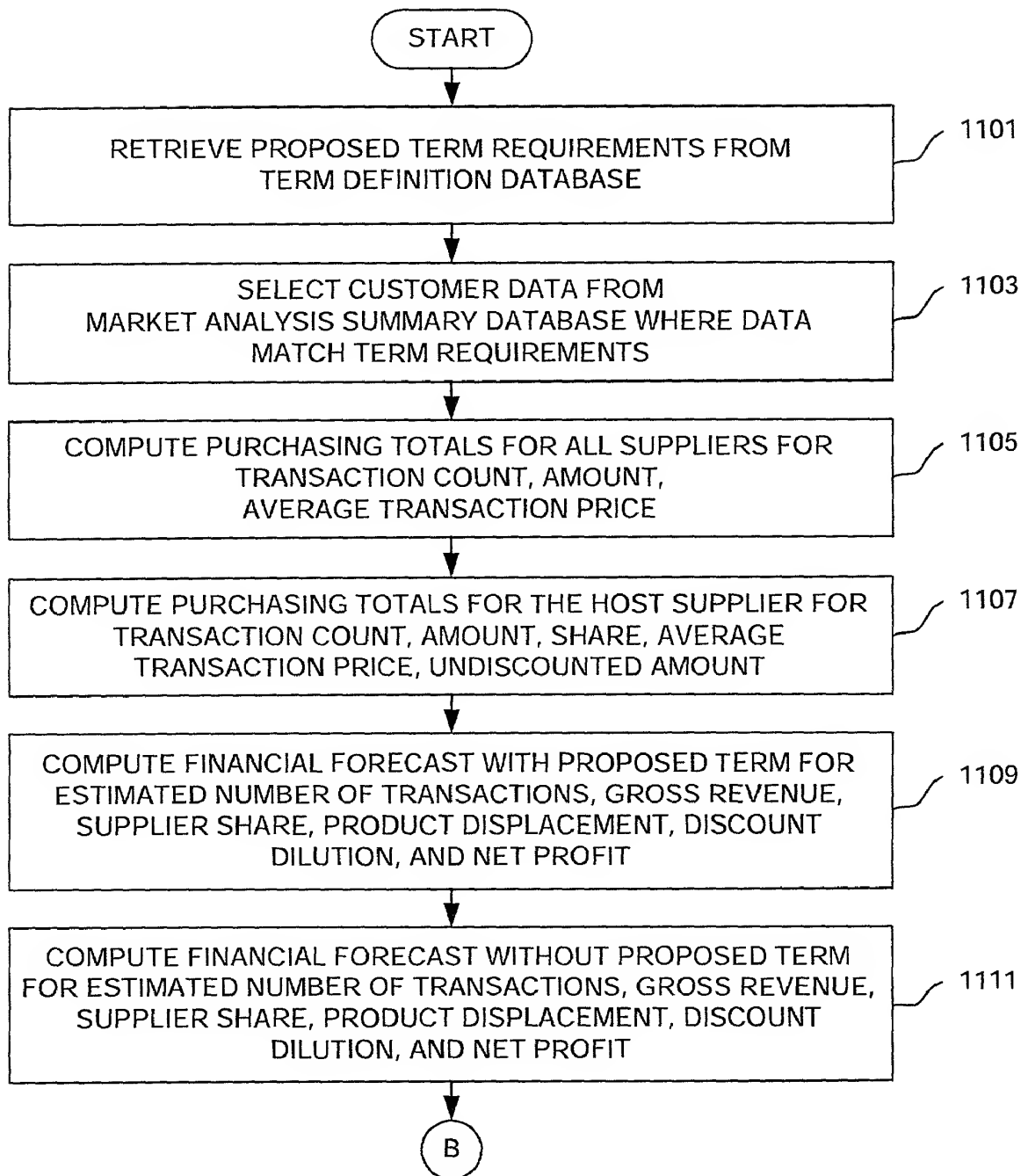


FIGURE 11.B  
FORECAST TERM PERFORMANCE

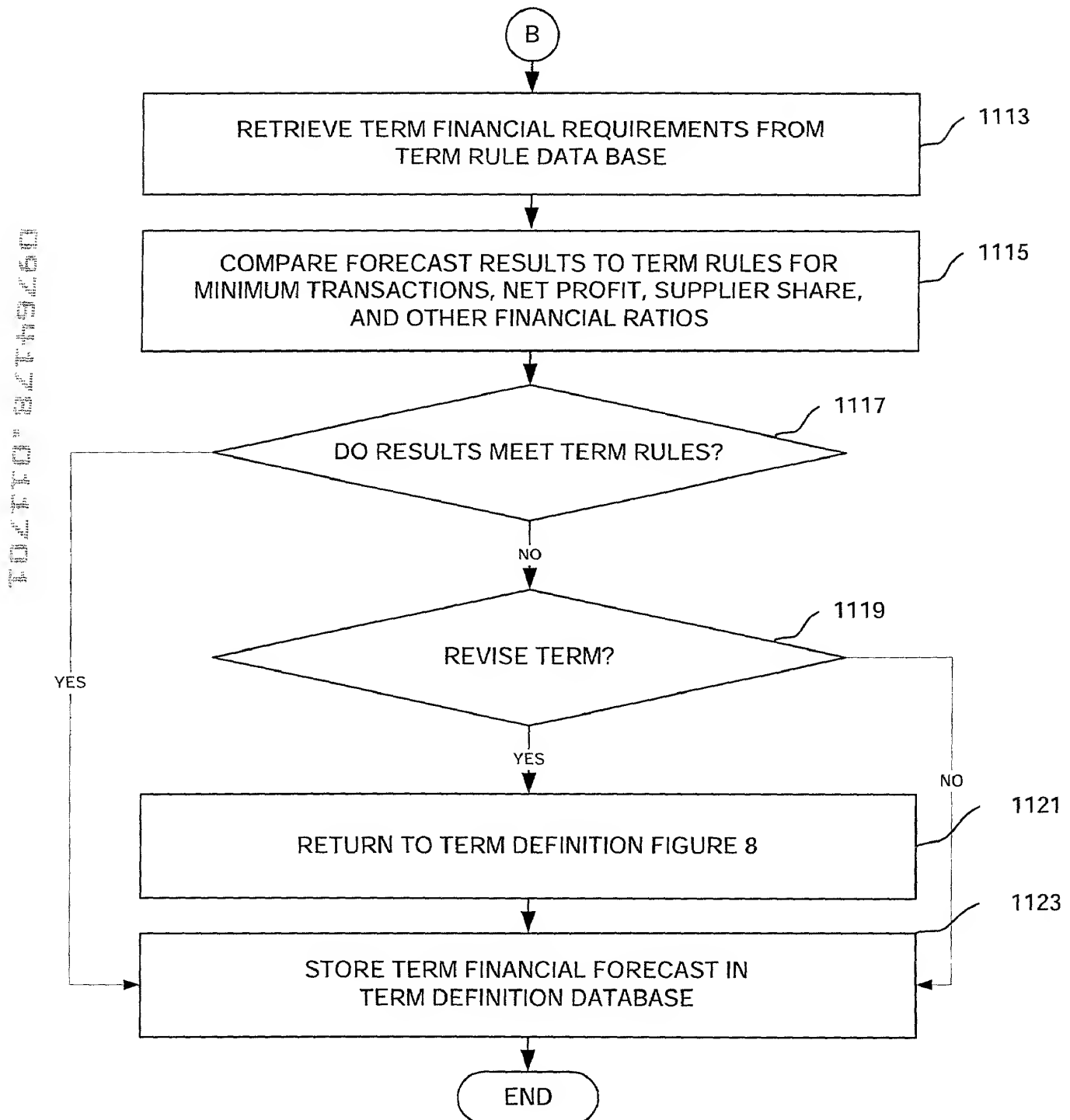


FIGURE 12.A  
FORECAST CONTRACT PERFORMANCE

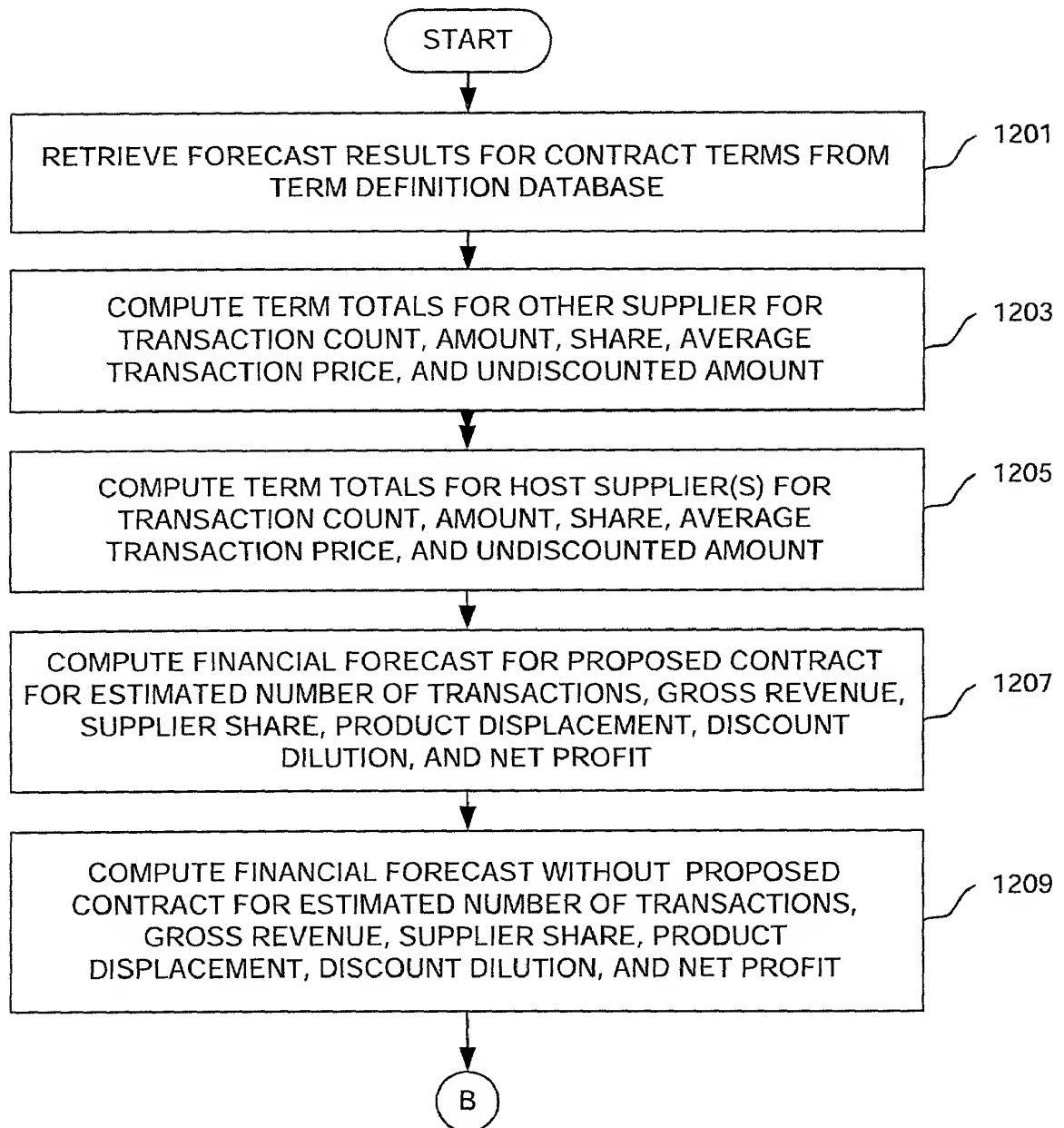


FIGURE 12.B  
FORECAST CONTRACT PERFORMANCE

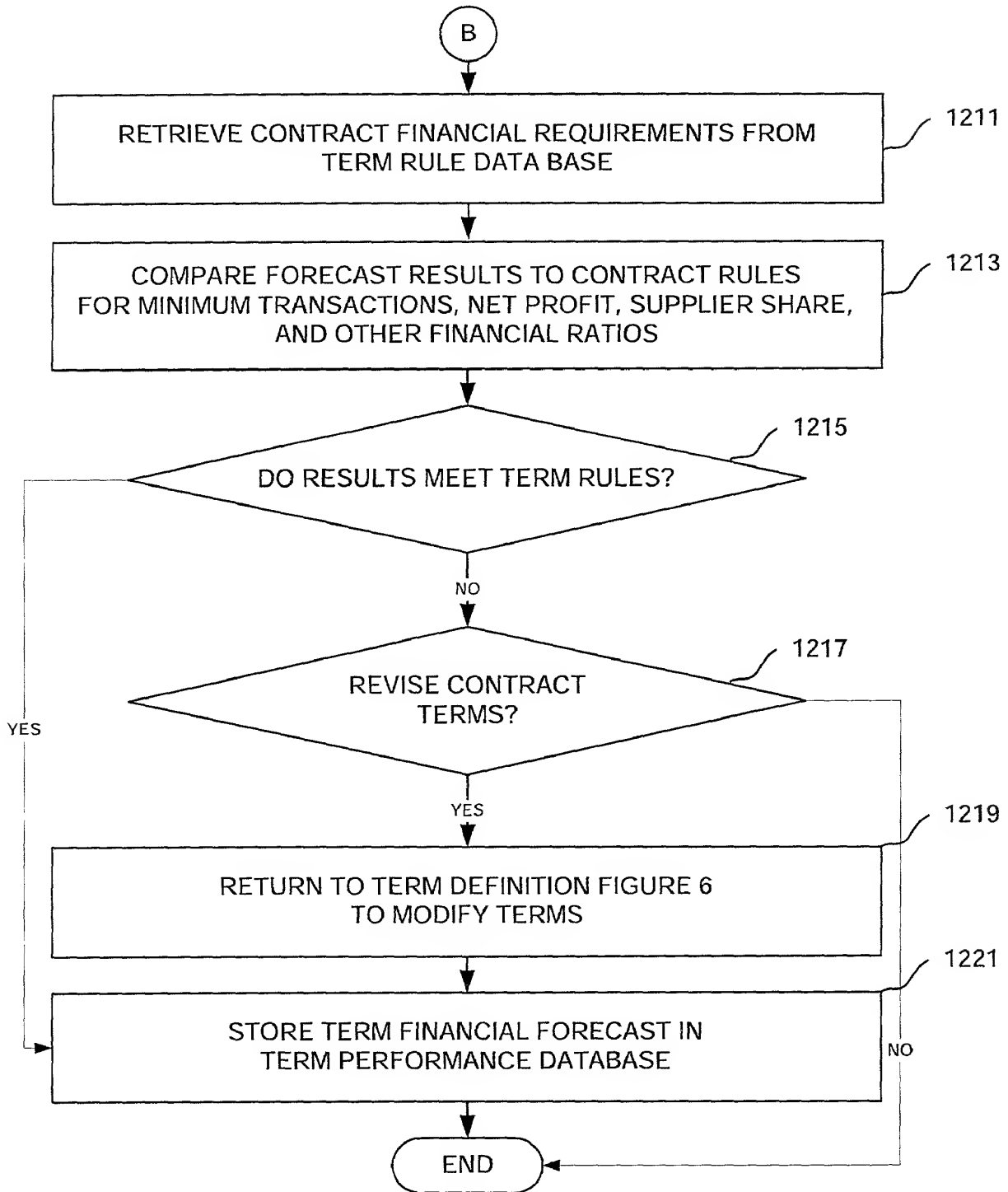
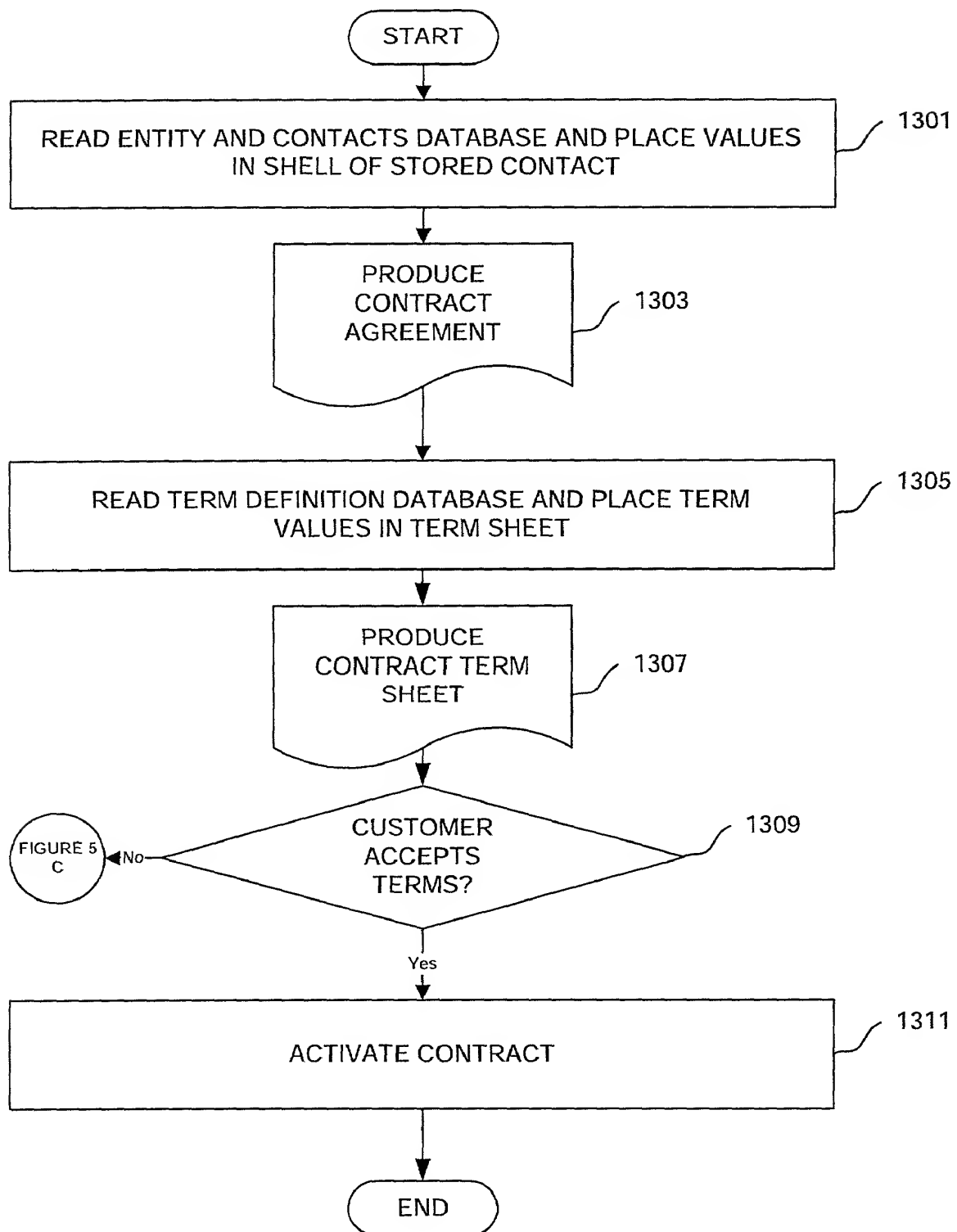


FIGURE 13  
PRODUCE AND DISTRIBUTE CONTRACTS AND TERMS



09764428.014704  
FIG. 13



FIGURE 14.A  
AUDIT DISCOUNTED TRANSACTIONS

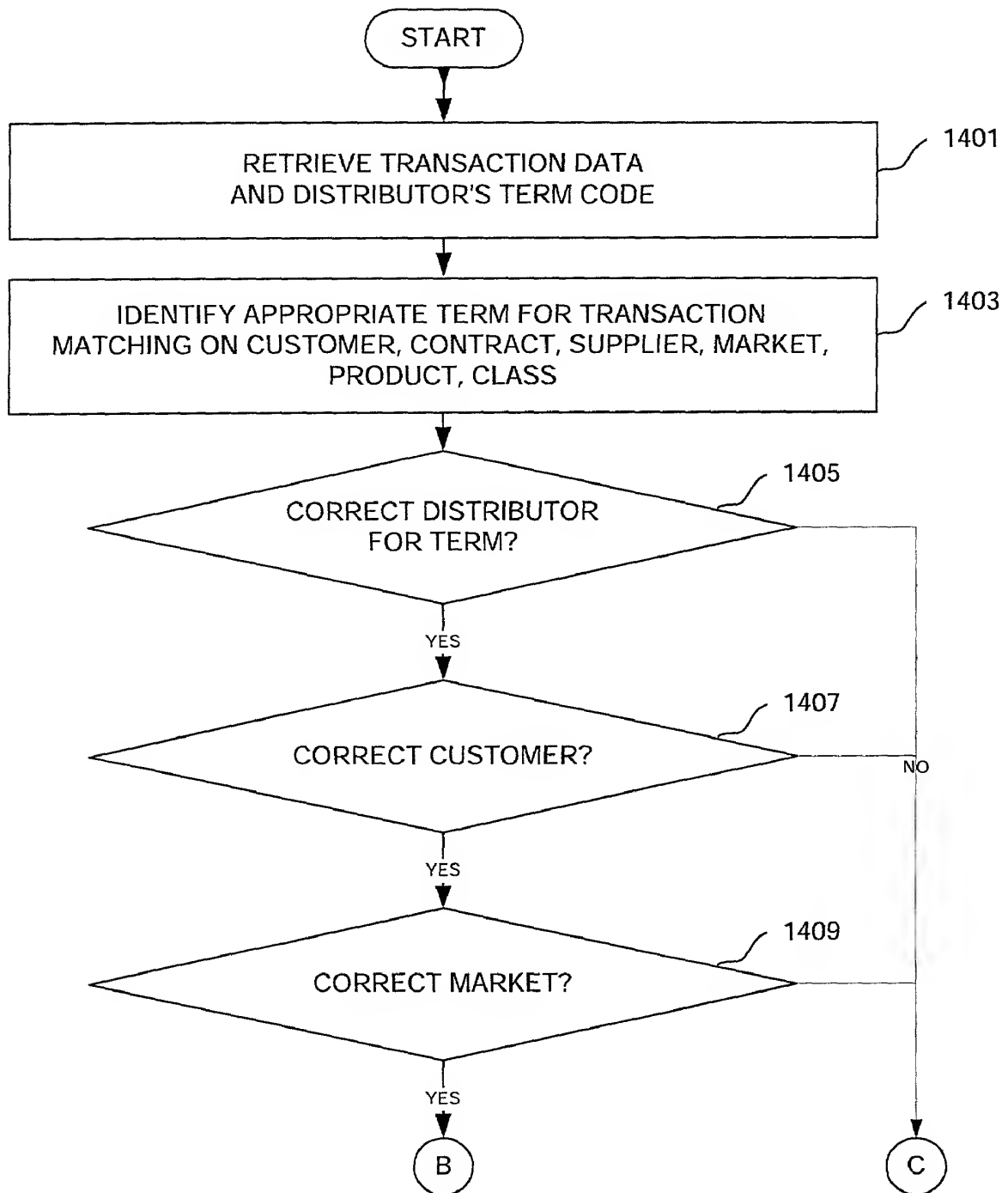


FIGURE 14.B  
AUDIT DISCOUNTED TRANSACTIONS

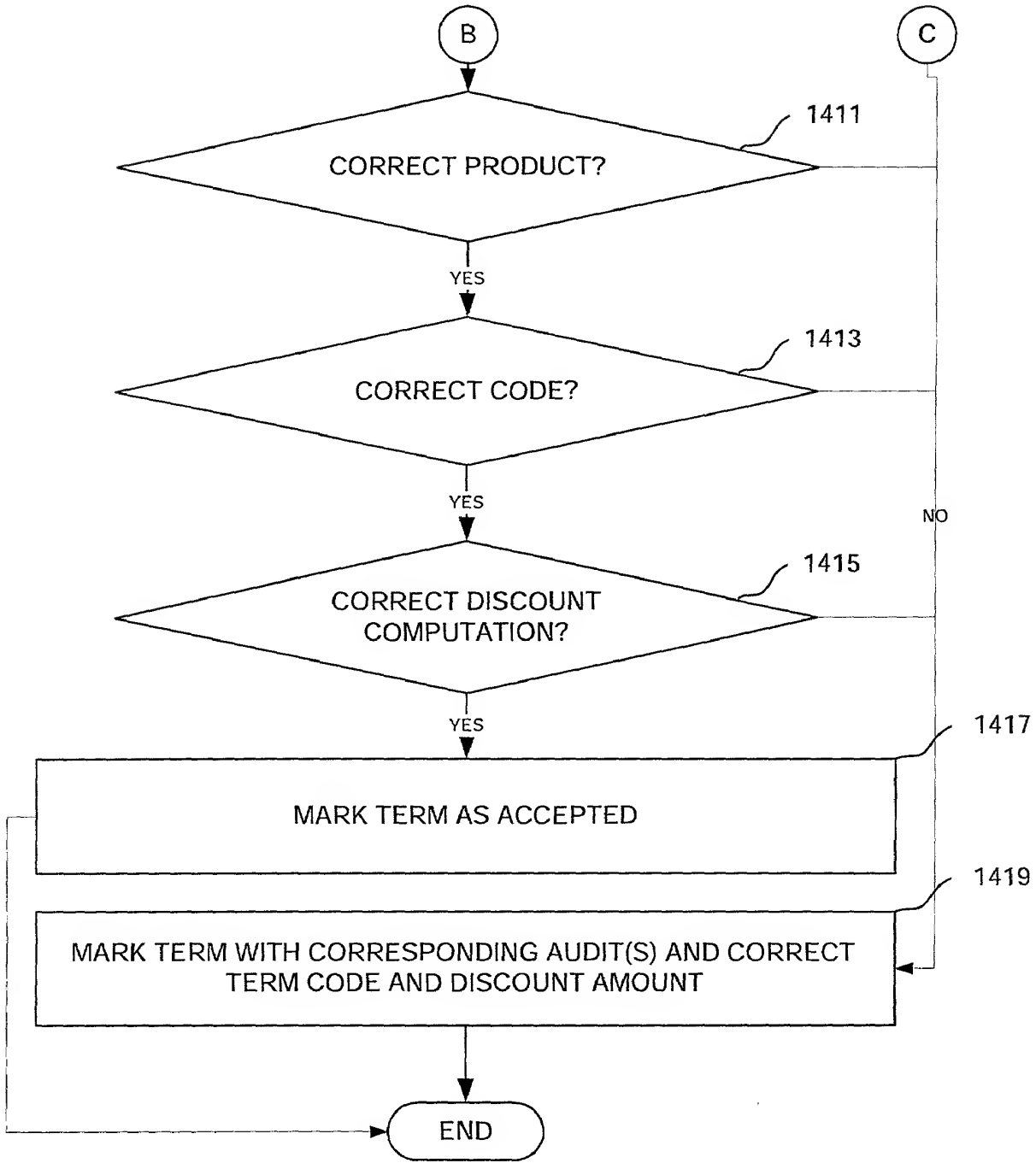


FIGURE 15A:  
MEASURE ACTUAL CONTRACT PERFORMANCE

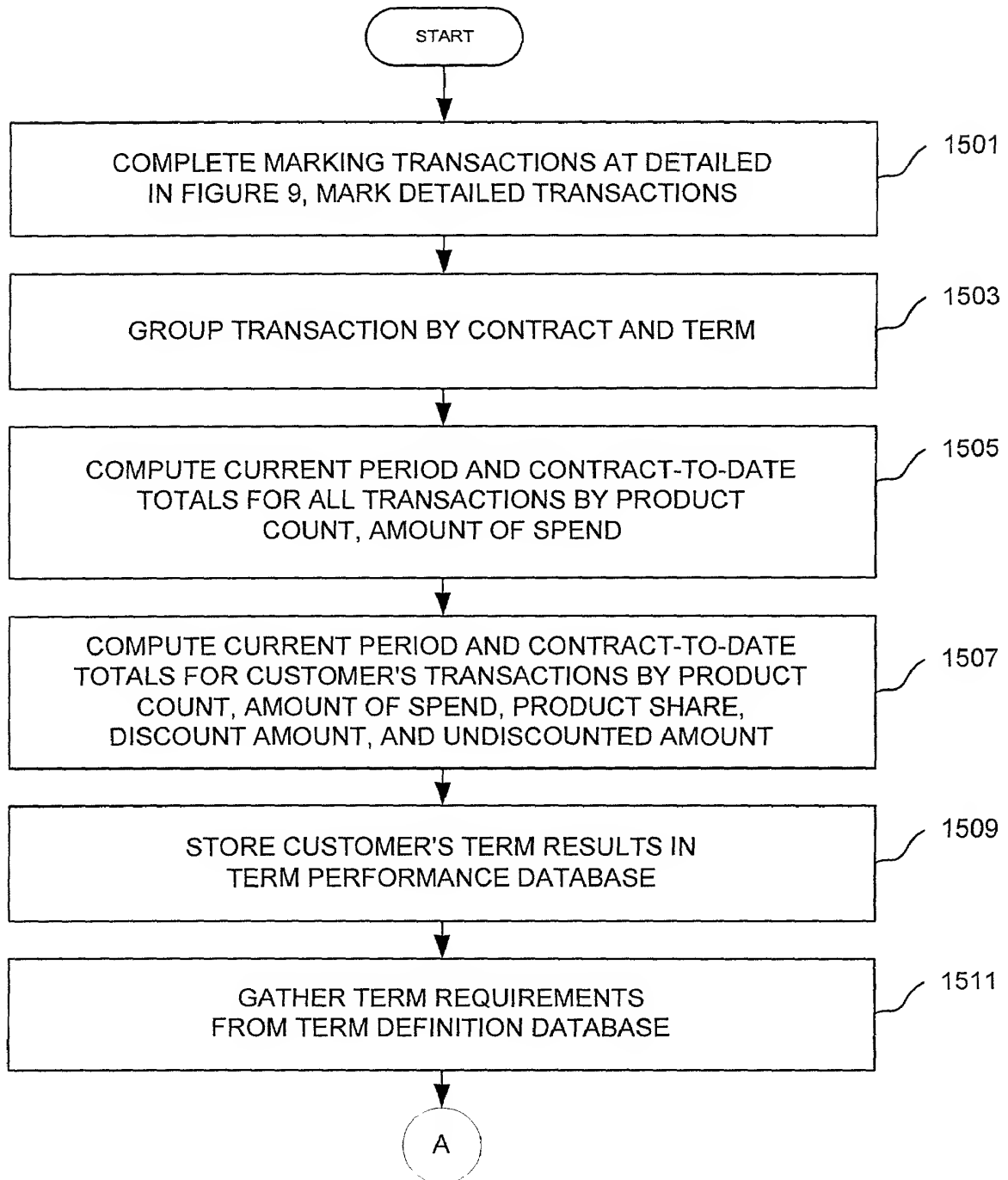


FIGURE 15B:  
MEASURE ACTUAL CONTRACT PERFORMANCE

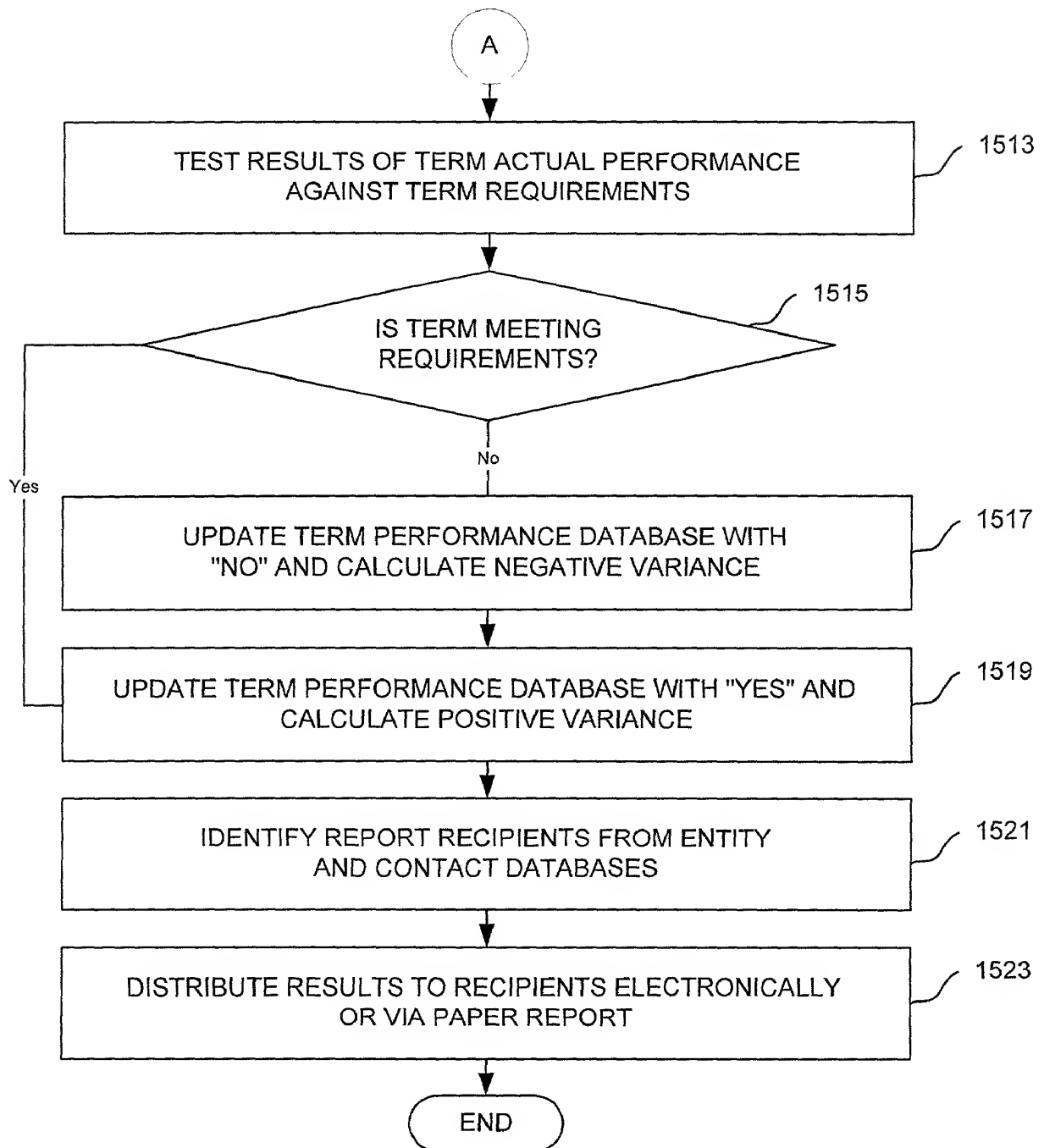


FIGURE 16:  
RECONCILE TERM PERFORMANCE

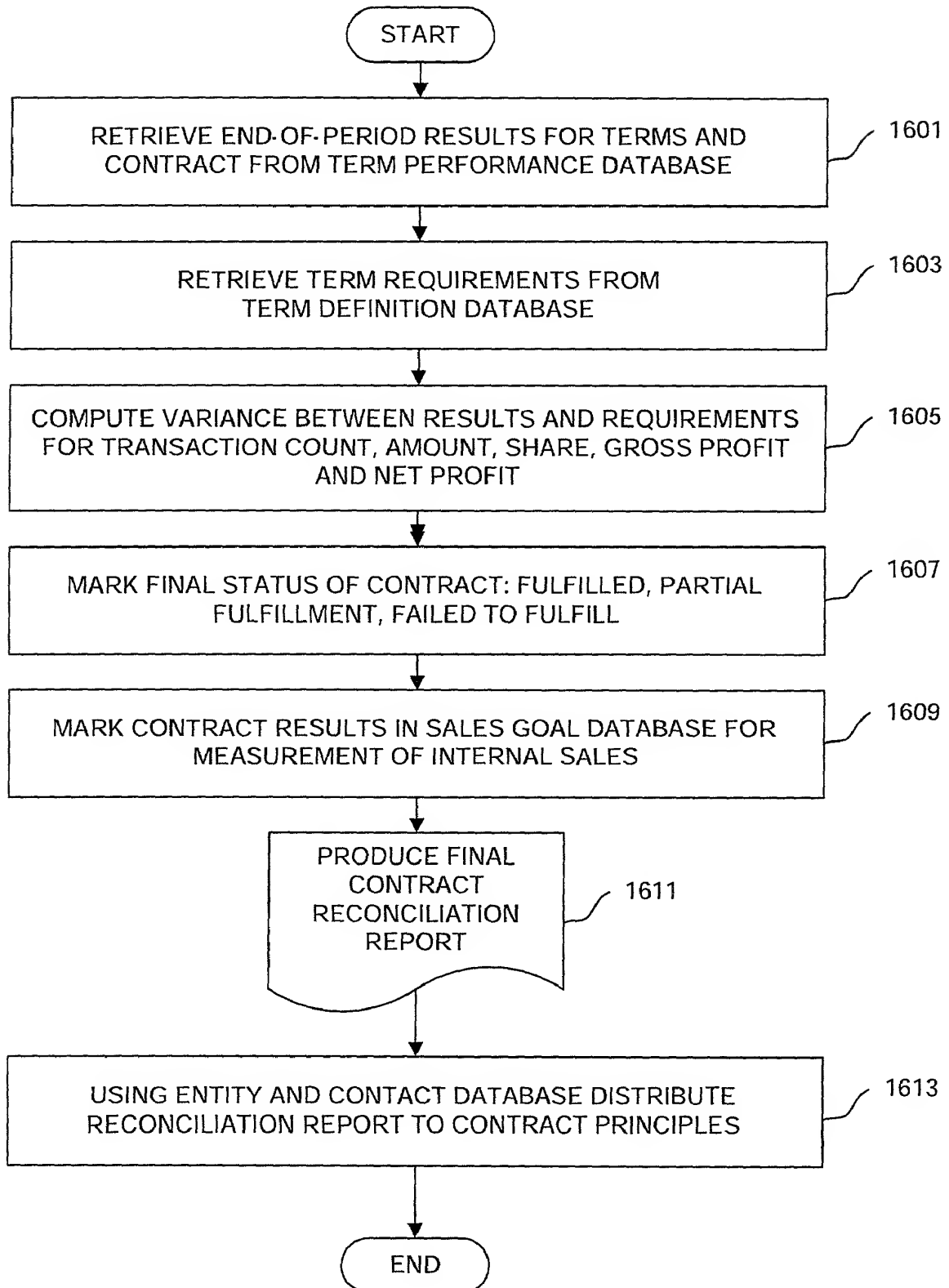


FIGURE 17:  
PAYOUT DISCOUNT

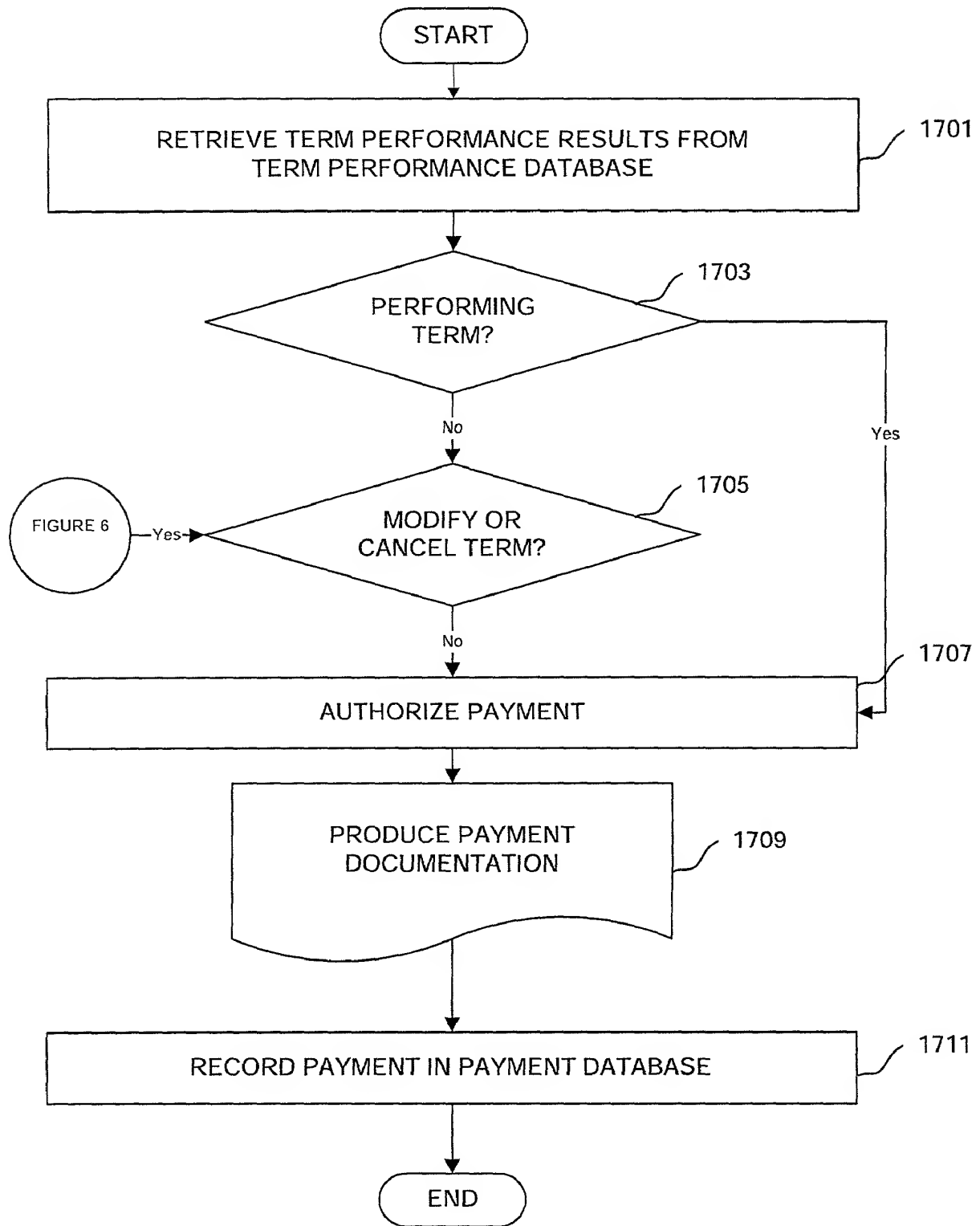


FIGURE 18:  
MANAGE SALES GOALS

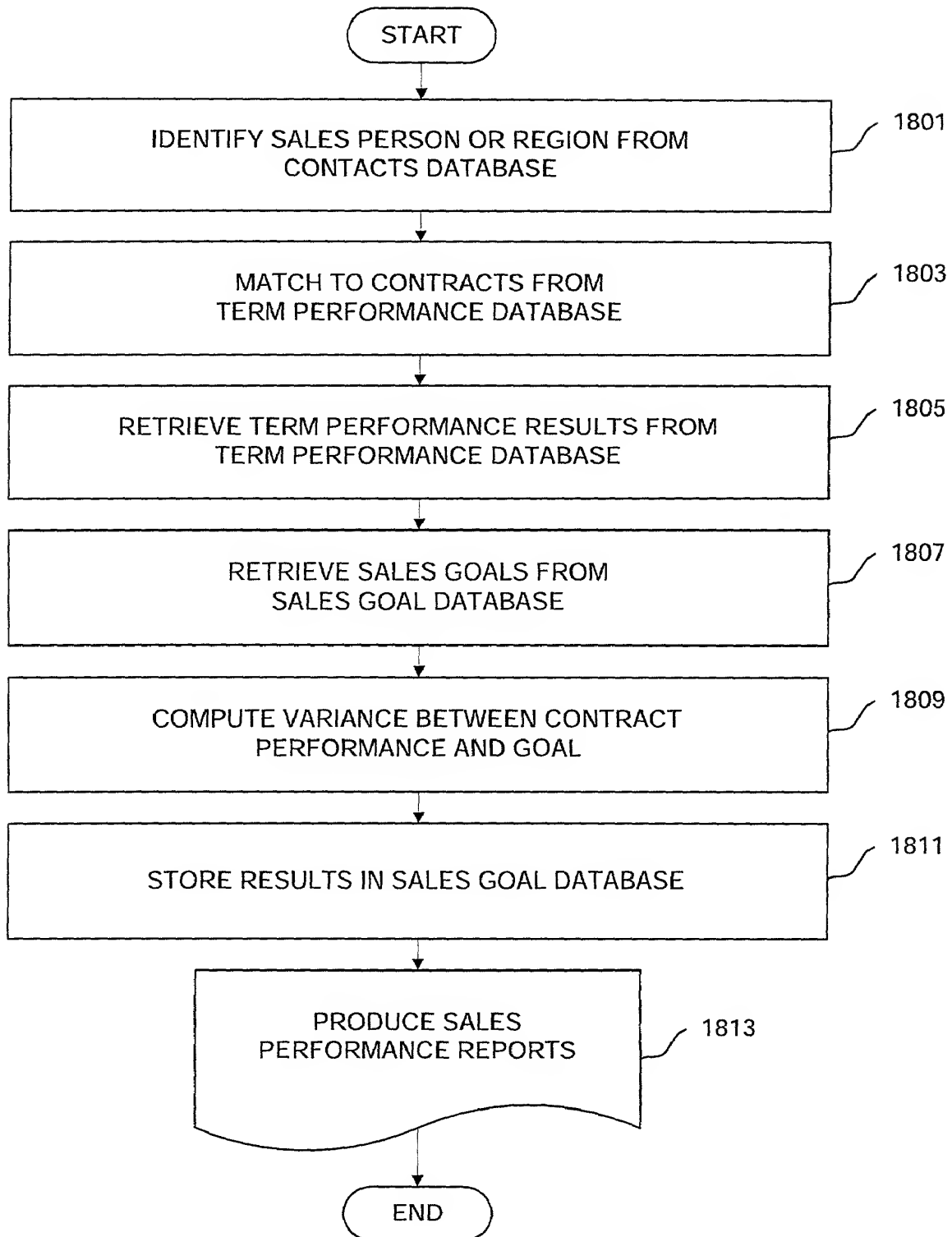


FIGURE 19  
TRANSACTION DETAIL DATA SCREEN

1903      1905      1907      1909      1911

Ticket		PNB Locator	
Ticket Number	66044709xx	PNB Locator	BXY245
Validating Carrier	British Airways	Credit Card	Visa
Issue Date	01 Jan 2000	Frequent Flyer #	BH12345678
Passenger	Mr John Doe	Tour Code	14BV
Company	ABC Company	Commission	\$12.00
Data Source	Anywhere Travel, Inc	Tax	\$86.00
Ticket Location	212253xx	Amount	\$1,200.00

Segment	Origin & Destination	Journey	Next
Origin Destination	Albuquerque	Cabin. Fare Type	Business
Connection	Houston	Fare Basis	J
Destination	Atlanta	Ticket Designator	66044709
Carrier	Continental Airlines	Contract	ABC2000
Operating Carrier	Continental Airlines	Term	US to US
Depart Date	16 Jan 2000	Net Amount	\$557.00
Depart Time	7:40 am	Amount	\$800.00
Arrive Date	16 Jan 2000	Full Fare	\$800.00
Arrive Time	2:15 pm	Low Fare	\$0.00
Trip duration	4:30	Discount	\$200.00
		Revenue Per Mile	47

1901

FILED "8274960"



FIGURE 20  
MARKET ANALYSIS SUMMARY SCREEN

2003 2005 2007 2009 2011

2001

Term	Market	Cabin	Total Flights	Amount	Host Flights	Host Amount	NAS	Share	Percent of NAS
US to US	CMH - EWR	Economy	1,124	330,154	1,036	306,368	50%	92%	184%
US to US	CMH - EWR	Discount	308	35,593	296	34,676	50%	96%	196%
US to US	CMH - EWR	Economy	2,020	560,058	1,972	546,075	50%	98%	192%
US to US	CMH - EWR	Discount	184	25,647	176	24,199	50%	96%	192%
US to US	CVG - EWR	First Class	8	2,971	0	0	36%	0%	0%
US to US	CVG - EWR	Economy	2,424	717,894	764	205,627	33%	32%	97%
US to US	CVG - EWR	Discount	1,956	400,478	176	19,750	33%	9%	27%
US to US	CVG - EWR	Economy	2,176	622,224	1,424	389,845	33%	65%	197%
US to US	CVG - EWR	Discount	920	172,033	140	13,925	33%	15%	45%
US to US	DCA - EWR	Economy	2,424	314,900	2,424	314,900	100%	100%	100%
US to US	DCA - EWR	Discount	140	9,478	140	9,478	100%	100%	100%
US to US	DCA - EWR	Economy	7,064	906,571	7,064	906,571	100%	100%	100%
US to US	DCA - EWR	Discount	280	18,891	280	18,891	100%	100%	100%
US to US	DEN - EWR	First Class	36	23,197	8	6,510	36%	22%	61%
US to US	DEN - EWR	Economy	52	30,289	20	12,005	37%	38%	103%
US to US	DEN - EWR	Discount	3,244	915,660	500	142,976	37%	15%	41%
US to US	DEN - EWR	Economy	76	46,664	68	41,793	37%	89%	241%
US to US	DEN - EWR	Discount	6,244	1,779,567	3,220	950,316	37%	52%	141%
US to US	DFW - EWR	First Class	24	13,759	12	7,769	29%	50%	172%
US to US	DFW - EWR	Economy	2,808	1,392,186	1,196	586,437	30%	46%	153%
US to US	DFW - EWR	Discount	3,520	1,383,220	2,036	708,152	30%	58%	193%
Total			308,904	\$65,053,280	191,512	\$40,266,812			

FIGURE 21A  
DISCOUNT-ON REQUIREMENTS SCREEN

2103 2105 2107

Setup

Discount On | Measure On | Financial Terms

Select

- Cabin
- Carrier, Validating
- Day of Week
- Fare Basis
- Fare Type
- Flight Number
- Market
- Market Pair
- Market Type
- Market, Connection
- Market, Cross Continent
- Market, Cross Country
- Service Class

Operator

Not equal to

Service Class

T

T

Add Remove

Term

Market Pair	Equal to	EWB, Newark, NJ/IAD: Washington-Dulles, VA EWB, Newark, NJ/LAX: Los Angeles, CA EWB, Newark, NJ/MCO: Orlando-Intl, FL EWB, Newark, NJ/MSP: Minneapolis, MN EWB, Newark, NJ/ORD: Chicago O'Hare, IL
Cabin	Equal to	First Class Economy
Day of Week	Equal to	Monday Tuesday Wednesday Thursday Friday
Service Class	Not equal to	T

Update Remove

2101

FIGURE 21B  
MEASURE-ON REQUIREMENTS SCREEN

2111 2113 2115

Setup Term

Discount On Measure On Financial Terms

Select

- Cabin
- Carrier, Validating
- Fare Basis
- Fare Type
- Market
- Market Pair
- Market Type
- Market, Connection
- Market, Cross Continent
- Market, Cross Country
- Service Class

Direction

☒ Between

☐ Directional

Operator

Equal to

Origin

☒ Airport ☐ Metro

☐ Country ☐ Continent

☐ State ☐ Entity

☐ AirportType ☐ Is Online

EWB Newark, NJ

Destination

☐ Airport ☐ Metro

☐ Country ☐ Continent

☐ State ☐ Entity

☐ AirportType ☐ Is Online

United States

EWB Newark, NJ United States

Add Remove

Term

Market Pair	Equal to	EWB Newark, NJ/United States
Cabin	Equal to	First Class
Service Class	Not equal to	Economy
		T

2109

Update Remove Clone Discount On

FIGURE 21C  
FINANCIAL REQUIREMENTS SCREEN

2119 2121 2123 2125 2117

Setup Term | Discount On | Measure On | Financial Terms |

Title:

Term Period:  to

Agency Compensation: ☐ Net of Commission ☒ Net of Override ☒ Credit Card ☐

Special Conditions:

Discount:   Requirement:

Requirement:  Discount:

Analysis Preview

Criteria	All Carriers	No Deal	Current	Proposed	Incremental
Fair Share	37 %		0 %	20 %	
Discount		17 %	79 %	85 %	6 %
Share					
Passengers	16,994	2,907	13,480	14,439	959
Average Fare	\$321	\$337	\$335	\$265	(\$70)
Gross Revenue	\$5,454,994	\$979,509	\$4,520,016	\$3,824,801	\$2,845,292
Net Revenue		\$608,056	\$3,893,254	\$2,452,844	\$1,844,789
Customer Savings			\$0	\$956,200	\$956,200
Profit/Savings Ratio				1.93	
Profit/Dilution Ratio				4.88	
Fair Share Ratio				2.30	

Check Profitability  
Check Share  
Acceptable

FIGURE 22:  
CONTRACT FORECAST SCREEN

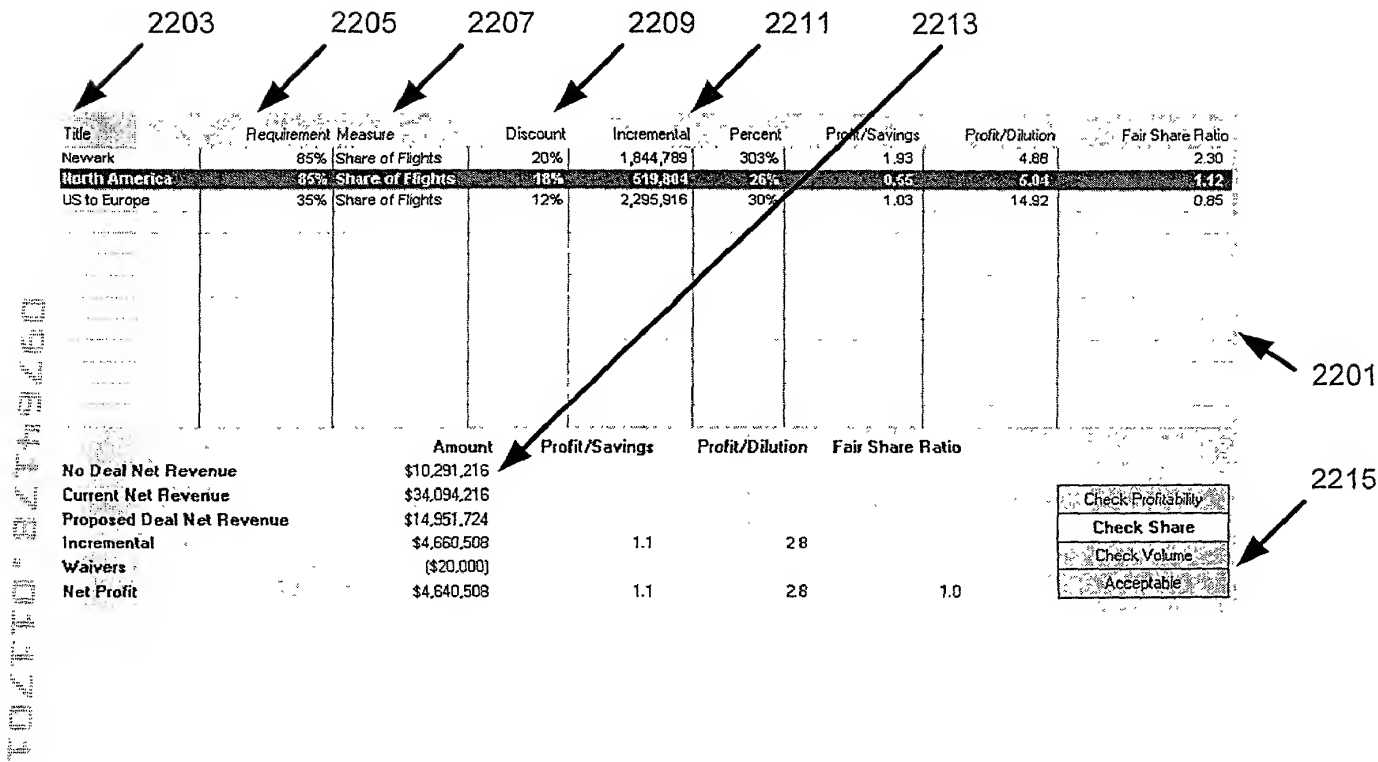


FIGURE 23:  
ACTUAL CONTRACT PERFORMANCE SCREEN

Contract Term	Host Flights	Market Share	Host Net Amount	Market Share	Measure	Requirement	Variance	Fulfilled
ABC Company								
US48-US48	27,019	83%	\$5,492,928	87%	Share of Flights	74%	-11%	No
IAH-Domestic/Markets	7,588	86%	1,753,937	88%	Share of Flights	92%	-6%	No
IAH-LGW/CDG/MAN Term	1,854	93%	3,461,248	92%	Share of Flights	88%	5%	Yes
US48-Canada/LatinAm/Mexico	481	44%	392,849	53%	No Requirement	0	0%	Yes
US48-Europe	250	35%	444,032	34%	No Requirement	0	0%	Yes
IAH-MTY/MEX	193	100%	38,442	100%	Share of Flights	99%	1%	Yes
IAH-BRU/FRA/LHR Term	35	53%	55,382	51%	Share of Flights	80%	-7%	No
US48-AMS Term	23	17%	37,299	18%	Share of Flights	20%	-3%	No
Total	37,443	67%	\$11,876,116	71%				
Minimum	42,775		\$12,179,070					
Contract Performance	-5,332	-14%	-\$502,954	-4%				No

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